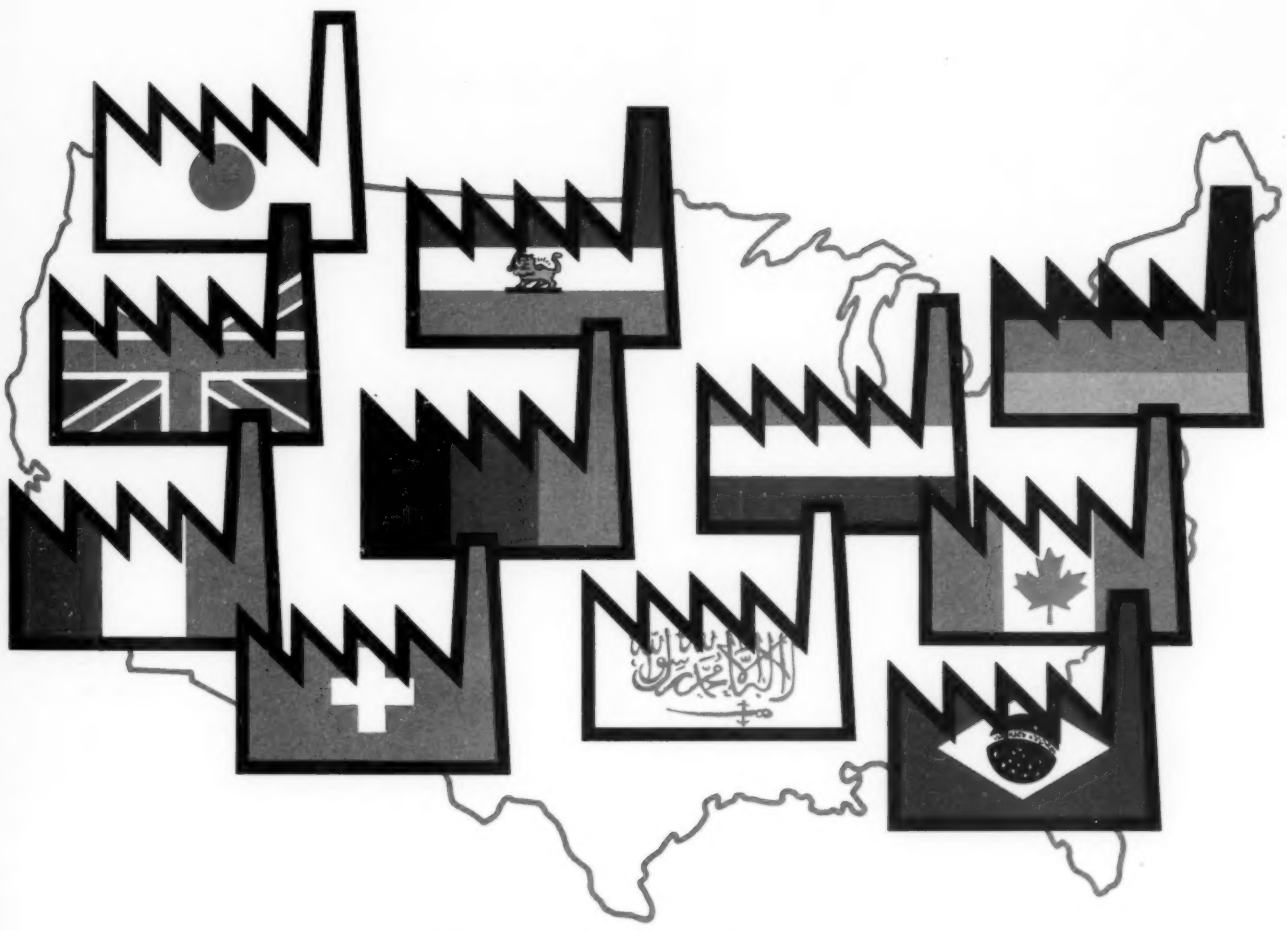
COMMERCE AMERICA

U.S. Department of Commerce / December 5, 1977



FOREIGN INVESTORS
Make Reassuring News

Newsmemo

The number of governmental units in the U.S. has stayed fairly level in the past 10 years. The current total of 80,171 compares with 81,299 in 1967. But there has been a marked shift downward in school districts, from 21,782 to 15,260, countered by a growth in special districts from 21,264 to 26,140. The country has lost seven counties since 1967 and about 300 townships, but the number of municipalities has grown by 800. Illinois, with 6,643, has the largest number of local governmental units in the Census Bureau's 1977 Census of Governments, while Hawaii has the fewest, at 20.

The U.S. AID program is working on oil alternatives for the world's developing nations, badly hurt by the 1973 petroleum price rise. Past experience has shown AID that the ultimate success of such alternative energy systems will depend on local acceptance and maintenance capability. Many of the solar technologies are not new in the LDC's. Developing lands also have many nonfunctioning wind mills and methane generators that worked well so long as an outside technician was present. When the expert left, the project failed because the technology had not been made a part of the local culture, AID has found.

Patterns in international tourist travel can defy predictions. The experienced OECD Tourism Committee, noting gains in such travel so far in 1977, nevertheless hesitates to foresee good results for the full year. An OECD observation: "While international tourism is sensitive to economic as well as general political conditions, it remains influenced by socio-psychological factors which give it a vitality of its own, although these factors still defy analysis to a large extent and often make forecasting uncertain."

Bomb-sniffing dogs are doing an effective job in their airport anti-terrorist tasks. A report on a three-year training program by the Law Enforcement Assistance Administration and the Federal Aviation Administration found the dogs, one- to three-year-old German Shepherds, were 96.6 percent successful in tests involving hidden explosives. In 4,000 actual searches, 597 of them on aircraft, the dogs found explosives 76 times, including six instances of live bombs. Most U.S. commercial airliners are now within 30 minutes flying time of an airport with the bomb-sniffing dogs.

From Pinkerton's to retailers: to stop shoplifters first recognize them by type. Most numerous: teenagers, often in noisy packs. Then the adult amateur, acting on impulse or for excitement. The klepto, stealing on inner compulsion. The vagrant or alcoholic, somewhat easy to spot. The drug addict, looking for the expensive items. Finally, the professional, often extremely skillful and hard to catch. Time to increase alertness is from 3 to 7 p.m. on Saturdays and Fridays. The Christmas shoppers' tote bags pose added problems for store owners, especially when heavy crowds are in the fully-stocked aisles.

Video disks are following video tapes into the recorded home viewing market. The home video tape recorder was developed by the Japanese, and several U.S. firms have arranged licenses either to make or sell it in the U.S. With the tape route thus controlled by the Japanese, an American company, MCA, has announced plans to market a video disk player next fall. To attract buyers, MCA will offer feature films on disks shortly after their first runs in theaters. Industry experts predict that tapes and disks can co-exist in this market, as disks, tapes and cassettes do now in the audio field.

Hesi-flation. Not stag-, mini-, maxi-, but hesi- as in hesitant. Bank of America President A. W. Clausen picked up the term as it appeared in the New York Times recently and offerd it to National Foreign Trade Convention delegates as reflecting the temper of the moment. He said: "It's a coinage with wonderful potential. With no effort at all you can extend the concept. . . Consider hesi-production. Hesi-productivity. Hesi-profits. Hesi-investment. Hesi-employment. The possibilities boggle the imagination . . ."

COMMERCE AMERICA

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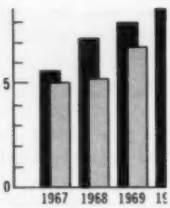
New report by Commerce Department monitoring group finds traditional patterns beneficial to whole nation are continuing.



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Economic Highlights

The size of wage increases in union-negotiated settlements has declined over the past two years and there has been an apparent slackening in the size of non-union pay increases as well; these are important signs of progress in the long fight against inflation.

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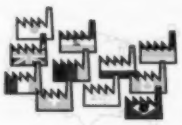

COVER: What is considered to be the most comprehensive study ever made of direct investments in U.S. firms by foreign interests shows the leading source countries to be Western European nations, Japan and Canada. Story begins on page 4.

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Wage Patterns Reflect Decline In Inflationary Expectations

This article was written by Chief Economist Courtenay Slater in collaboration with staff economist Thomas W. Kraseman.

Dr. Slater

The decline since 1975 in the average size of wage increases provided in union contract settlements and the apparent slackening in nonunion wage gains over the same period are important signs of progress in reducing cost-push sources of inflation. Even though the size of pay increases has lessened, an even greater slowing of the rise in consumer prices has permitted an increase in real purchasing power. Real wage gains are expected to continue in 1978. The reduction in union wage settlements mainly has reflected the slowing of inflation; large "catch-up" wage increases are no longer needed and declining expectations of inflation permit smaller increases in the second and third years of multi-year contracts.

One indication of the moderation of inflationary expectations is the leveling off in the past two years in the number of union workers covered by cost-of-living escalator clauses, at about 6 million. From 1973 to 1975, this total had risen by two million (see panel 2 of charts). However, in a few contracts, previous escalator clauses have been strengthened by removal of ceilings or by changes in formulas. Most escalation formulas provide only a partial offset for consumer price increases.

Wage increases provided in major union contracts in the first three quarters of this year averaged 7.8 percent in the first contract year and 5.8 percent annually over the life of the contract, apart from possible cost-of-living escalation. These increases compare with 10.2 and 8.1 percent, respectively, at the recent peak in 1975. The 1977 settlements, while still high in absolute terms, are among the lowest in the past decade. Because of this, it is likely that further lessening will be gradual, and in fact, the decline this year was much less than last year.

In contrast to the peak of inflation in 1974-75, when union wage increases were falling short of the price rise, recent wage increases have exceeded the increase in consumer prices, thereby allowing for a gain in real earnings. However, real wage increases last year and this still have been relatively modest. With the rate of price increase next year expected to be about the same as this year, further reductions in the size of average negotiated wage increases may come only gradually.

One encouraging sign this year is that the slowing in union wage increases has been widespread, occurring in both manufacturing and nonmanufacturing industries, and in contracts lacking escalator clauses as well as in contracts including them. The only significant exception has been construction contracts, in which the average wage increase went up a little this year, after several years of decline. This year's raises for construction workers were still moderately below the average gain won by other union workers, however.

Another development pointing to a decline in future wage increases is the trend in the size of second- and third-year raises specified in 3-year contracts (which cover three-fourths of the 10 million union workers under major contracts). These increases have lessened more sharply than first-year gains. This year they were a little over half as large as first-year increases, while last year they were three-fifths as large.

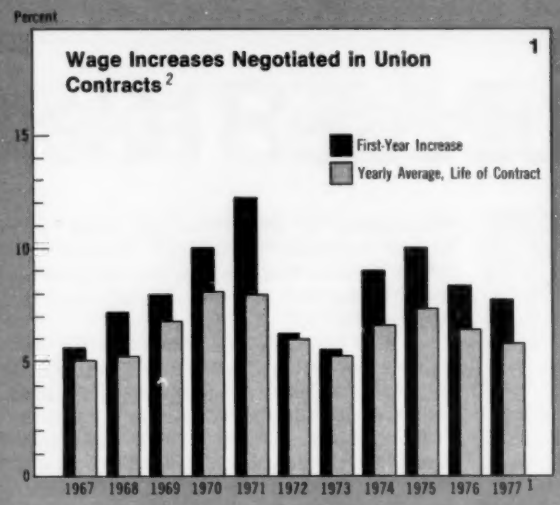
Wage increases provided in the contract settlements of a given period indicate changes in the bargaining climate. The average wage gain per union member from current negotiations, contracts of past years, and cost-of-living escalation is shown in the series on effective wage increases. According to this measure, the average wage increase per union member under major contracts was about the same in the first three quarters of this year as last year (see panel 3 of charts). In both years, current-year negotiations and past-year contracts each accounted for two-fifths of the total increase, with cost-of-living escalation providing the remaining fifth. The importance of cost-of-living adjustments has increased in recent years, but is still a relatively minor factor in total union wage gains.

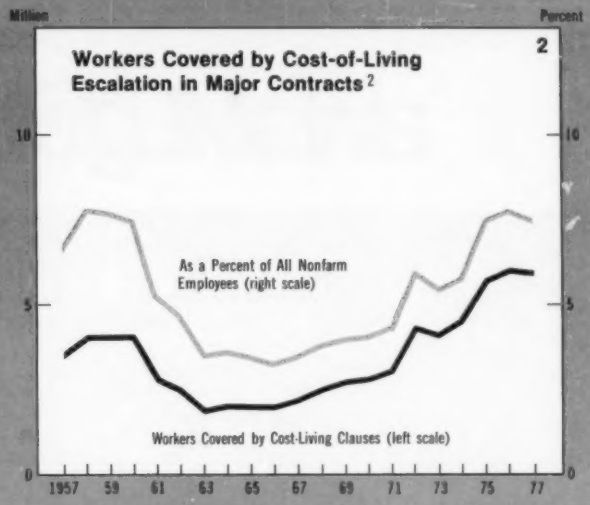
Despite the leveling off this year, it seems likely that effective union wage increases will be smaller next year. The number of workers covered by contracts expiring next year is unusually small, since 1978 is the "off-year" of the three-year bargaining cycle. Furthermore, none of the very large pattern-setting contracts will be expiring. This means that an unusually large proportion of union members will be receiving second- and third-year increases, which are substantially smaller than first-year raises. With next year's rate of consumer price increase expected to be little different from this year's, cost-of-living raises should not change much. The size of first-year increases is uncertain, of course, but they could well continue their slow decline.

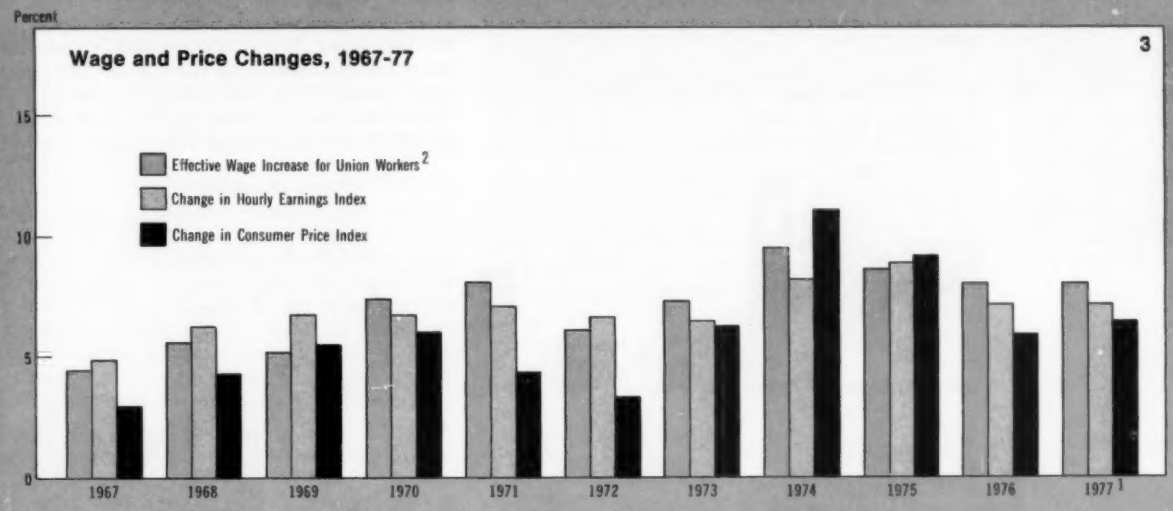
However, the overall trend in wages will depend chiefly on what happens to nonunion earnings, since only about one-fourth of all employees belong to unions. While no fully satisfactory measure of nonunion wages exists, a reasonable proxy is the hourly earnings index for private nonfarm employees, issued by the Bureau of Labor Statistics. This index adjusts for variations in overtime pay and in the proportion of workers in high-wage versus low-wage industries. In this way it comes close to isolating the change in general wage rates.

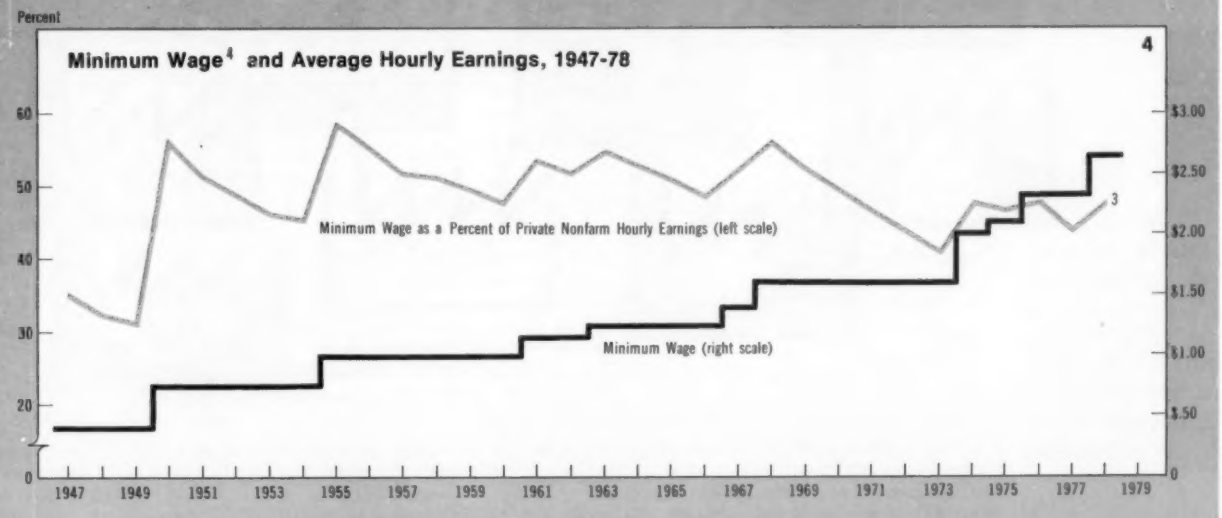
Although there are additional conceptual differences, the union wage data and the hourly earnings data show a strong similarity of movement (see panel 3 of charts). In the period beginning with 1969, the rise in the hourly earnings index has exceeded the effective union wage increase only in years of "light" union bargaining—1969, 1972, and 1975. If this pattern is repeated in 1978 and if, as expected, the rate of price increase is about the same next year as this, next year's rise in the hourly earnings index should be about equal to or slightly below this year's. The size of the effective union wage increase should show a somewhat more marked decline.

The increase in the legal minimum wage from the present $2.30 to $2.65 next year also will be affecting general wage trends, but the available evidence suggests that the impact will be small. Some four and one-half million workers—about 5 percent of all employees—will be affected, and for these workers the average raise will be about 10 percent. However, this is not far above the probable rise of some 6 to 8 percent in the general level of hourly earnings. Furthermore, even the new minimum will be relatively low—only about 47 percent of private nonfarm average hourly earnings, compared with the average of 50 percent since 1950 (see bottom panel of charts).




Million
Percent
Workers Covered by Cost-of-Living Escalation in Major Contracts [2]
2
As a Percent of All Nonfarm Employees (right scale)
Workers Covered by Cost-Living Clauses (left scale)
10
5
0
1957 59 61 63 65 67 69 71 73 75 77





[1] First three quarters.
[2] Contracts covering 1000 or more workers.
[3] 1978 earnings projected.
[4] Minimum for workers covered under original Fair Labor Standards Act; coverage was widened in 1961.

FOREIGN INVESTORS

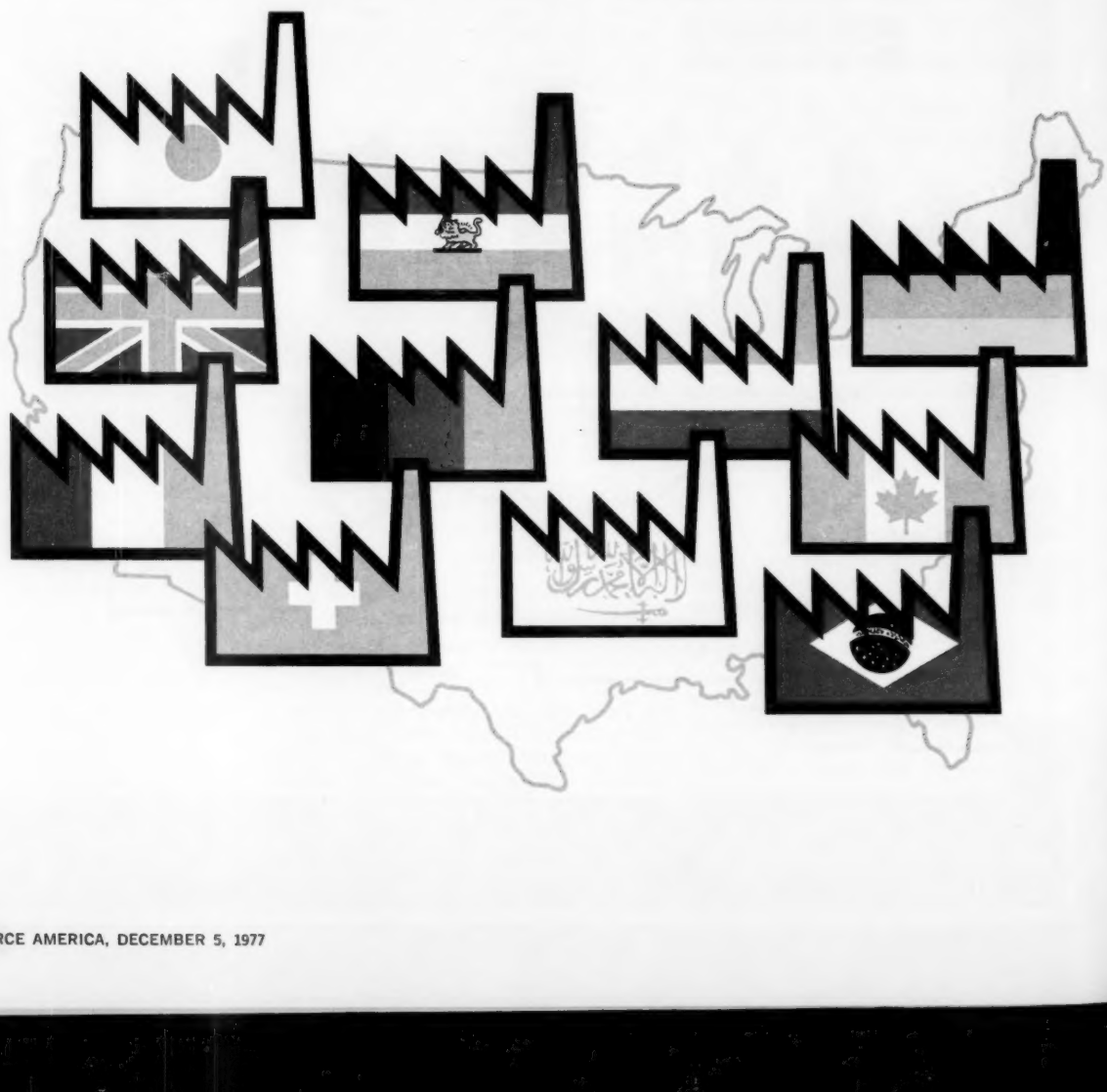
"It is good news for those who watch the extent of foreign investment as a measure of the dynamism of our economy. It is reassurance for those apprehensive that Middle East petrodollars or targeted Japanese acquisitions could upset traditional patterns in some American industries or areas."

Assistant Secretary of Commerce Frank A. Weil drew this conclusion from a Commerce Department review of recent foreign direct investment activity in the United States. A team of Department specialists is engaged in tracking the character of that activity, in response to Presidential and Congressional directives, and will shortly issue a detailed report.

Weil asserted: "Our Office of Foreign Investment in the United States, after its first full year of careful monitoring of foreign direct investments, has concluded that the countries that have led in making investments in U.S. firms for many years—the United Kingdom, Switzerland, Canada, Germany, Japan, France, Belgium and the Netherlands—continue to account for the preponderance of these investments."

He then touched on the situation that has caught public attention: "Investment from the Middle East was found to have remained relatively small, concentrated in real estate. Japanese investment, which began to become significant in the early 1970's, continued to be vigorous, but was active over a broad rather than a narrow range of industries and areas."

The Commerce Department official explained that the Commerce team had studied transactions in 1976 and the first nine months of 1977, and had recapitulated some activity for the 1974-76 period. Their work had involved digging through as many as 140 series of Federal Government reports and



Make Reassuring News

reviewing articles in the business press and in the business columns of newspapers and magazines.

"This represents undoubtedly the most comprehensive monitoring of foreign direct investment activity ever attempted in the United States. Even so, it does not constitute a complete record, since a good deal of the information in this field is elusive. It is significant rather in its depiction of overall trends, directions and developments," he commented.

"The forthcoming report—first in a series—along with our comprehensive report to Congress last year on foreign direct investment, and a number of special studies under way, should go a long way toward assuring Americans that we are on top of activity in this field and that they will be kept informed. The story that we can tell authentically at this time is that foreign investments, while having significant influence in some branches of American industrial life, continue to have a relatively small controlling role in the broad economy.

"On the whole, such investments provide and preserve U.S. jobs, add to our income, bring in new technology and products, enhance competition and contribute to overall economic development. Our states, recognizing this, are vigorously seeking to attract investors from abroad. At the same time, we at Commerce properly intend to develop more and better information on these activities so that the Executive Branch and the Congress can continue to insure that national interests are being served."

While adding a new dimension to Federal Government reporting on foreign direct investments, the report presented by the Office of Foreign Investment in the United States cannot be matched statistically with other Commerce Department reports on the subject based on fundamentally different sources and types of data. The data are not meant to be compared, for example, with the information developed by the Department's Bureau of Economic Analysis in its benchmark survey of foreign direct investment. Nor are they related to the quarterly or annual balance of payments data published by the Bureau of Economic Analysis, based on a sample of U.S. affiliates of foreign entities.

The foreign investment office summarized and analyzed data on all forms of inward foreign investments in 1976 and identified the specific investors. It also analyzed foreign acquisitions of, mergers with, and equity increases in existing U.S. firms and banking investments over the 1974-76 period. Additionally, it collected preliminary information on 1977 activities through September.

The series of reports is an outgrowth of the intensive examination in recent years of inward foreign investment policy by both Congress and the Executive Branch. The studies are particularly designed to meet the requirements of the International Investment Survey Act of 1976 and two Executive Orders calling for a systematic and continuing program of data collection and analyzing of such investments, followed by public reporting about them.

PENNSYLVANIA RABBITS—Volkswagenwerke A.G. of Germany will produce its Rabbit auto in this New Stanton, Pa., plant. Total investment could reach $200 million when production begins.

The current report will identify about 200 completed transactions in 1976 with values of $2.1 billion. The preliminary information for the January-September 1977 period covered about 150 completed transactions with values adding up to $2.1 billion. The values in both periods are being described as "partially reported," since exact figures were unavailable in many cases.

Close to half the reported value of 1976 transactions was in manufacturing—particularly in chemicals, metals and machinery—and a little less than a quarter in real estate. The Middle East oil producing countries accounted for approximately 15 percent, largely represented by an interest in a major real estate venture. Close to three-fifths of the transactions were in the form of acquisitions, mergers and equity increases. About one-third were in joint ventures, plant construction and expansion and the opening of new branches and offices. The rest were in real estate.

In the first nine months of 1977, the Department of Commerce identified 260 foreign direct investment transactions, of which 150 were recorded as being completed. According to preliminary data, cost figures were available for 82 of these completed transactions, accounting for the $2.1 billion total mentioned above. Manufacturing accounted for about one-third of the transactions with reported costs totalling near $500 million. About 40 transactions were recorded in the real estate sector.

Canada, the United Kingdom, Germany, Japan, France, the Netherlands, and Belgium continued to be the most active source countries. As a group, these countries accounted for four-fifths of the total number of completed transactions and three-quarters of the total reported transactions cost in sectors other than real estate.

For the 1974-76 period the Commerce Department

Traditional sources of foreign investment in U.S. firms continue to account for the preponderance of current transactions.

identified about 350 acquisitions, mergers, and increases in equity holdings by foreign companies, with values available for about 70 percent of the transactions totalling nearly $4.5 billion. Leaders in these activities were United Kingdom investors, and the concentration was in electrical and electronic equipment, nonelectrical machinery and chemicals and allied products. In 1976, completed foreign investment transactions involved sites in 41 states, the District of Columbia, and Puerto Rico. The leading states were California, New York, Texas, Illinois, and Pennsylvania.

The 1974-76 period was one of vigorous growth in foreign banking investments. By yearend 1976, there were 202 foreign banking agencies, branches, subsidiaries, and investment companies operating in the United States, an increase of 78 institutions compared to yearend 1973. Almost half of these began operation during 1974. By yearend 1976, total assets of foreign-owned banking institutions were $75.8 billion, an increase of over 100 percent from the yearend 1973 level. Foreign direct investments in U.S. banking in the three-year period were made principally by parent companies in Japan, Germany, and the United Kingdom.

The transactions involved a level of 10 percent or more foreign ownership of voting shares, or the equivalent in the case of unincorporated enterprises. In the cases where specific levels of foreign ownership were known, about half were affiliates wholly owned by the foreign parent, and a quarter more were firms with majority foreign ownership.

A nine-volume Commerce Department report to Congress on foreign direct investment in the United States was issued in the spring of 1976. The highlighted news in it was that the overall presence of foreign owners on the U.S. industrial scene was small. Only about 2 percent of U.S. manufacturing at that time could be regarded as foreign-controlled. At the broadest single industry levels—defined in such terms as the food industry, automotive industry, chemical industry—the foreign-owned share was assessed to be below 6 percent.

Foreign-owned manufacturing operations were reported to be widely distributed geographically. The greatest number, unsurprisingly, were in the industrialized states.

Among the industrial giants—firms with annual sales (1974) of more than $1 billion—there were 10 with 10 percent or more of foreign ownership. Two of these were 90-100 percent foreign-owned. Among companies with 1974 sales exceeding $100 million, 91 were foreign-owned.

Americans can be assured that the Commerce Department is on top of information about foreign investment activity, and that they will be kept informed.

GERMAN INTEREST IN TEXAS—Four West German banks combined to buy an 80 percent interest in the Pennzoil Place development in Houston. About one quarter of the reported value of 1976 transactions was in real estate.

Commerce Urged To Expand Urban Development Role

EXPERTS ON CITIES ENCOURAGE PARTNERSHIP WITH BUSINESS IN ECONOMIC REVITALIZATION

The Commerce Department is already acting on some of the recommendations produced by an Urban Roundtable studying the Department's role in urban revitalization.

"The insights gained from this Roundtable have already influenced the Department's proposals to the President through his Urban and Regional Policy Group, as well as affecting several new urban initiatives the Department is undertaking on its own," Commerce Secretary Juanita M. Kreps stated, in announcing the availability of a summary of the conference.

Initiatives being implemented

Two of these initiatives already have been implemented, she added. They are:

► Establishment of a commission of central city mayors and major corporation executives to explore new opportunities for cities and businesses to help each other, including ways to involve business in alleviating problems of structural unemployment. Mayor Coleman Young of Detroit and Coy Eklund, president and chief executive officer of The Equitable Life Assurance Society, will head the commission.

► Creation of a new Office of State and Local Government Assistance to provide states and local governments a central point of contact in using the varied resources of the Commerce Department. The National League of Cities and U.S. Conference of Mayors, both Roundtable participants, had noted the need for such an office in the urban strategy they recommended, saying that scattering of functions, limited resources, and narrowly defined clientele "present a frustrating and confusing maze for potential new users" of Commerce resources.

Secretary Kreps said she concurred with the Roundtable's emphasis on providing "realistic levels of loans and grant resources targeted to achieve increased job creation in the private sector."

Another major objective of the Department, the Roundtable recommended, should be to act as "the prime federal advocate for economic development, in order to gain the greater confidence of the business community, and help reduce the alienation it feels toward government in general."

The Secretary pointed out that the Department's urban proposals to the President stressed increased reliance on use of the existing tools of Commerce's Economic Development Administration (EDA) in creating private sector jobs.

The National League of Cities and U.S. Conference of Mayors, in their recommended urban strategy for Commerce, called for increased funding of EDA as a first priority, with assistance targeted to the most distressed cities at the same time that a greater number of cities are helped. Their report said that, in the past, federal urban funding has resembled a national lottery for developmental resources, primarily because of pressure to distribute limited funds sparsely on a national basis.

The summary also noted that Commerce's economic analysis activities "focus too much on the past—they are too retrospective. The Department needs to develop greater predictive abilities, do more forecasting, particularly with reference to urban economic issues."

It said Bureau of Census data presently gathered at the county level should be collected for the 25 to 50 largest cities on such subjects as employment, wages, and firm size and type, and capital investment figures for a selected sampling of large cities. "These data would provide the means to pursue a sensible urban policy geared to shifts in the economy," the summary says.

The summary ranges over a number of issues, including the proposed urban development bank; actions city, state and federal agencies should take to retain

VIABLE CITIES—*The Commerce Department may begin playing a larger role in aiding the economic development of cities. A Roundtable of urban experts and government officials has issued a report calling for greater coordination of public/private efforts.*

businesses, and the relative importance of crime and other factors in business failure and out-migration.

Secretary Kreps said that the success of the first urban policy Roundtable suggested the desirability of holding similar consultations with experts several times a year on significant Commerce-related topics.

Papers prepared by three Roundtable participants are included in the published summary.

Participants in the Roundtable were:

David Walker, Advisory Commission on Intergovernmental Relations; Jack Cawthorne, National Association of State Development Agencies; Tony Gagliado, assistant to the Mayor of New Orleans; Alex Ganz, Boston Redevelopment Authority; Sidney Gardner, National Governors Conference; Dr. Sar Levitan, National Commission on Employment and Unemployment Statistics; Warren T. Lindquist, urban affairs advisor to David Rockefeller; and Robert McCabe, Detroit Renaissance.

Also, Melvin A. Mister, U.S. Conference of Mayors; Donald D. Moyer, special assistant to Governor John D. Rockefeller IV of West Virginia; Dr. Thomas Muller, Urban Institute; Dr. George E. Peterson, Urban Institute; James E. Peterson, Council for Urban Economic Development; William L. Rafsky, Center for Philadelphia Area Development; and Dr. John P. Robin, Pittsburgh Redevelopment Authority.

Other Roundtable members are William Schneider, City-Wide Development Corp. of Dayton, Ohio; James Sunquist, Brookings Institution; Dr. George Sternleib, Center for Urban Policy Research; Dan Sweat, Jr., Central Atlanta Progress, Inc.; Carlisle Towery, Greater Jamaica Development Corp., N.Y.; and Ralph R. Widner, The Academy for Contemporary Problems, Columbus, Ohio.

Copies of the Commerce Urban Roundtable's summary discussion are available at the Commerce News Room 5062, Main Commerce Building, 14th and Constitution Avenue, NW., Washington, D.C.

What's In A Guideline? Here's Your Chance To Help Regulate The Regulators

As a major step toward assuring that federal regulations are as effective, reasonable and understandable as possible, President Carter is issuing an Executive Order reforming the process by which agencies develop their regulations.

In keeping with the spirit of the Executive Order, the Administration has decided to ask for public comment on the proposal.

Many feel that federal regulations often are written in technical or legalistic terms which are not understood by those who must comply with them. Others claim that regulations are sometimes issued without sufficient understanding of their consequences and without adequate review and comment from other federal agencies, state and local governments, and the general public.

The purpose of the Executive Order will be to increase public and governmental participation in the development of regulations, to permit effective oversight of regulations by agency managers and to improve agency analysis and awareness of the consequences of their regulations.

Accordingly, on Nov. 18 a draft Executive Order was published in the *Federal Register* for the first time in history, in an effort to seek comments from individuals, organizations, and state and local governments. Responses must be received by Dec. 18.

Mail comments to: Wayne G. Granquist, Associate Director for Management and Regulatory Policy, Office of Management and Budget, Washington, D.C. 20503.

The responses will be available for inspection in the Office of the Federal Register, Room 8401, 1100 L St., NW., Washington, D.C.

For further information call Stanley E. Morris, Deputy Associate Director, Office of Management and Budget at 202-395-6176.

SBA May Be Making Loans To Broadcasting Industry

The Small Business Administration may begin making loans to small business concerns for buying or building radio and television stations and cable TV.

A proposal to that effect was printed in the Nov. 10 *Federal Register*, as a possible means of increasing small business participation in the broadcasting industry.

Present rules bar financial assistance to radio or television broadcasters and limit assistance to Cable TV operators, to avoid the appearance of any government influence on the free expression of ideas or opinions.

The exception being proposed is because broadcasting and cable TV already are government-regulated industries.

Prior to the adoption of this proposed rule, a small business size standard for radio and TV broadcasters will be published in SBA's size standard regulation.

SBA requests that written comments on the proposal be sent by mid-December to: Associate Administrator for Finance and Investment, Small Business Administration, Washington, D.C. 20416.

TECHNIQUES TO COMBAT CRIME IN SERVICE INDUSTRIES OUTLINED

America's service industries seem particularly vulnerable to crimes against business.

Crimes cost American business an estimated $30 billion in 1976—$9 billion in the service sector alone—according to a newly released study by the U.S. Department of Commerce, entitled *Crime in Service Industries.*

This publication provides guidelines for setting crime deterrent policy, and identifies areas in which service industries are particularly vulnerable to crime. It is directed toward the management level, and emphasizes the executive role in reducing losses.

Although many of the reasons behind the continually rising losses remain uncertain, the implication of the steady rise in crime is very clear: management involvement in the battle to cut losses is not sufficiently aggressive. The study points out that management has responsibilities not only to recognize crime as an unnecessarily high expense, but also to recognize steps it can take to reduce this expense and to take the initiative in implementing cost cutting policies.

This publication is one in a series of Department of Commerce reports on crimes against business. The report provides an overview of the problem as well as chapters on individual services, including financial, educational, cargo transportation, hospitals, lodging, property and casualty insurance, and certain miscellaneous services.

Specific vulnerabilities, losses and applicable deterrent measures are identified, and case studies illustrate the application of security principles.

The study points to the conflict between management's desire to accommodate its customers, and the need for a truly effective security program which might inconvenience those customers, as a factor which accounts for rising losses.

Another major factor is the widespread lack of statistics on crime losses. This makes it difficult to identify vulnerable areas and to apply responsive loss prevention strategies.

Appendices to the report provide practical suggestions for developing responsive loss prevention policies at the management level. Topics such as pre-employment screening, including privacy and other issues, check clearance procedures and computer security are included.

The report is available from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, for $3. It may also be ordered through Commerce Department district offices.

KEY BUSINESS INDICATORS

QUARTERLY SERIES

Indicators	I Qr77	II Qr77	III Qr 77	Percent Change From Year Ago
GROSS NATIONAL PRODUCT (bil.$) annual rate	1,810.8	1,869.9	1914.9	10.9
REAL GNP (% change) annual rate	7.5	6.2	4.7	4.9
CORPORATE PROFITS [1] (bil.$) annual rate	125.4	140.2	147.8	10.7
OUTPUT PER HOUR, NONFARM BUSINESS SECTOR [3] (% change) annual rate	4.8	0.7	2.9	1.6
UNIT LABOR COST [3] (% change) annual rate	5.3	7.5	3.9	6.3
PERSONAL INCOME (bil.$) annual rate	1,476.8	1,517.2	1549.3	11.2
REAL DISPOSABLE PERSONAL INCOME (% change) annual rate	3.1	7.3	3.6	4.7

MONTHLY SERIES

Indicators	August	September	October	Percent Change From Year Ago
RETAIL SALES (bil.$)	59.0	59.0	60.0	10.8
CONSUMER PRICE INDEX [3] (% change)	0.3	0.3	0.3	6.5
WHOLESALE PRICE INDEX [3] (% change)				
Finished goods	0.1	0.4	0.8	6.8
Consumer	—0.1	0.3	0.5	6.7
Producer	0.4	0.5	1.5	7.2
Farm products, processed foods and feeds	—2.1	—0.4	1.3	2.6
Industrial commodities	0.5	0.8	0.6	6.9
Crude materials	1.9	0.3	—0.2	8.0
NEW FACTORY ORDERS (bil.$)	111.5	112.0	—	13.7
Durable goods (bil.$)	58.3	58.6	59.0	22.3
FACTORY SHIPMENTS (bil.$)	111.4	111.6	—	13.4
BUSINESS INVENTORIES (bil.$)	326.8	329.0	—	8.5
INDUSTRIAL PRODUCTION [2] (1967 = 100)	138.2	138.7	139.1	6.8
HOUSING STARTS annual rate (mil. units)	2.03	2.06	2.18	27.1
CIVILIAN LABOR FORCE [3]				
Total (thousands)	97,697	97,868	98,102	2.9
Employed	90,771	91,095	91,230	4.0
Unemployed	6,926	6,773	6,872	—9.1
Unemployment rate (%)	7.1	6.9	7.0	*
EXPORTS (mil.$)	9,563	10,916	9,190	—5.2
IMPORTS				
F.A.S. transaction value	12,232	12,631	12,288	16.4
C.I.F. value	13,051	13,484	13,121	16.0

ALL DATA SEASONALLY ADJUSTED.
Original data from the Bureau of Economic Analysis and the Bureau of the Census except as noted.
[1] Including inventory valuation and capital consumption adjustments.
[2] Federal Reserve Board.
[3] Bureau of Labor Statistics.
* Unemployment rate in October 1976 was 7.9 percent.

As of Nov. 29, 1977

Property Tax Revenues Take Biggest Jump In Four Years

Property tax revenues of state and local governments rose 10.7 percent during fiscal 1976, to $57 billion. This represents the largest increase since the 11.5 percent jump during the 1971-72 year, according to a preliminary report on the 1977 Census of Governments released by Commerce's Bureau of the Census.

Local property taxes continue to account for practically all of these revenues, increasing from $50 billion in fiscal 1975 to $54.9 billion in fiscal 1976.

Property subject to local general property taxation in 1976 was officially assessed at $1.2 trillion.

Taxable assessed value of property in standard metropolitan statistical areas (SMSAs) exceeds the total located outside such areas by a margin of almost three to one. In 1976, the net aggregate value inside SMSAs amounted to $849.1 billion as opposed to $329.5 billion outside their boundaries.

This second preliminary report of the 1977 Census of Governments also covers such subjects as the assessed value concept, extent of property tax base, state-by-state data for each of the major components of the general property tax base, and property value excluded or removed from the tax base.

Copies of *Assessed Valuations for Local General Property Taxation*, are available for $1.15 from the Subscriber Services Section (Publications), Bureau of the Census, Washington, D.C. 20233, or from Commerce District Offices in major U.S. cities.

Handbook Explains Use Of Indicators In Forecasting

Looking for an explanation of business cycle indicators? A volume just published by Commerce's Bureau of Economic Analysis is a convenient guide for users of the Bureau's monthly publication on cyclical indicators, *Business Conditions Digest*.

The publication is a compilation of previously published material on the indicators.

In addition to providing descriptions and historical data for the 300 series that appear in the Digest, the handbook answers many questions about business cycle indicators, such as:

- How were series chosen for the composite indexes?
- Why and how are composite indexes computed?
- How do the indicators behave at business cycle turning points?

Handbook of Cyclical Indicators is available from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, priced at $4 (Stock No. 003-010-0056-2).

Smoke Detector Purchases Tripled in 1976, But Many Americans Don't Want Them

There has been a sharp increase in recent years in the number of households equipped with smoke detectors. But the overwhelming number of households still don't have them, and a large number of householders have shown a complete lack of interest.

These findings are included in data provided by a residential smoke detector survey conducted for Commerce's National Fire Prevention and Control Administration.

The survey disclosed that nearly 13 million smoke detectors were purchased in 1976, compared with 4 million in 1975, and an average of 1.5 million in each of the preceding four years. It also found that there is a market for at least 21 million smoke detectors.

"Clearly the breakthrough in price resulting from application of current technology, coupled with more concerted media exposure, have been determining factors in the 'detector explosion'," the survey said.

Smoke detector owners paid an average of about $40 per unit and almost all expressed complete satisfaction with their detectors. Practically all said the devices were easy to install, test and maintain, came with complete and easy to understand manuals, and worked properly.

Howard D. Tipton, NFPCA Administrator, said more than 33 million smoke detectors are now estimated to be in use in approximately 16 million American homes.

Tipton said that buying a smoke detector is but one part of a family's fire safety plan. Other NFPCA studies show that few families are aware of the need to plan and practice a home fire escape route, whether they have detectors or not. Also, while one device near a family's sleeping area increases the chance for a safe escape, most homes require more than one detector for the greatest margin of safety.

The survey investigated many areas in which little data has been available, such as the number of units per household and who bought the units. The results showed that roughly two of every ten respondents owned smoke detectors, nearly twice as many as said they were unaware of the existence of detection devices for residential fire protection. An additional one-third of those surveyed expressed no intention of buying detectors.

Nearly 90 percent of those who purchased detectors indicated they approved or strongly favored legislation which would require installation of smoke detectors in residences.

Most of those who didn't intend to buy detectors said it was due to the high cost and a lack of interest or need. However, 45 percent of those who didn't own detectors said they would buy one if the cost were under $25. At the time of the poll, prices ranged between $25 and $45.

An executive summary of the survey will be available soon. Persons desiring a copy should write the NFPCA, National Fire Safety and Research Office, P.O. Box 19518, Washington, D.C. 20036.

Quality Changes Account For 12% Of Price Rises In 1978 Automobiles

The value of quality changes for the 1978 model domestic passenger cars included in the Wholesale Price Index is estimated to average $40.88 at manufacturer's prices and $50.12 at retail, according to the Labor Department's Bureau of Labor Statistics.

This estimate represents about 11.8 percent of the average increase of $424.49 in manufacturer's suggested retail prices on the 1978 model cars in the index.

These estimates are based on an evaluation by BLS of data for similarly equipped 1977 and 1978 model cars. The automobile companies supplied data for the 16 domestic cars priced for the Wholesale Price Index. Ten of these are also priced for the Consumer Price Index. The estimates of quality change are first used in the Wholesale and Consumer Price Indexes for October, when most of the new models are introduced into the indexes.

The retail value of the quality changes breaks down as follows:

—$9.99 for redesign of emission control systems to meet current and anticipated air quality standards.

—$40.13 for other quality changes not related to safety or air quality standards, such as engine and chassis changes for improved fuel economy and improved corrosion protection.

Federal R&D For 1969-74 Was In Holding Pattern

Federally-sponsored research and development expenditures rose slightly during the 1969-74 period, in terms of current dollars, but actually declined in terms of constant dollars. Federal R&D expenditures were $15.6 billion in fiscal 1969 and only $16.8 billion in fiscal 1973.

R&D expenditures by the Federal Government are estimated at $26.3 billion for fiscal 1978 by the National Science Foundation. This figure is 7.6 percent above fiscal 1977, but represents only a nominal increase in real terms.

Most of increase has been in fields related to national defense and energy. Energy R&D is now the third most heavily funded, after defense and space. Other R&D areas receiving large sums from federal sources are health, environment, basic science and technology, and transportation and communications.

Monthly Statistical Reports Will Help Monitor Non-Rubber Footwear Imports

The Commerce Department has released the first in a series of expanded monthly statistical reports which will allow a more intensive analysis of U.S. imports of non-rubber footwear.

This statistical information is part of the import monitoring system developed to implement the Administration's import relief program for the domestic footwear industry.

Orderly marketing agreements were negotiated with the Republics of China and Korea in May, limiting the importation of non-rubber footwear from these countries. The monitoring system will review these countries' performance under the agreements, as well as maintain continuing surveillance of imports from all other countries, and detect shifts in the pattern of trade by product and value.

The data to be released are summary tables of more extensive data collected by Commerce's Bureau of the Census. Monthly tabulations will be available for fifteen countries, showing imports by eight major product categories and by value groupings not customarily provided in official foreign trade statistics. Information will be shown by quantity, value, and unit value, with year-to-year percentage changes, and with each item as a percent of total imports. Cumulative totals will be shown for the restraint year beginning last July.

These summary tables, along with more detailed statistics, will be available in the Commerce Department, Main Building, Room 5889, Washington, D.C. 20230. Because of the exceptionally large volume of anticipated requests, no mailing list will be maintained for distribution. However, the summary tables will be sent to 29 field offices of the Commerce Department in port cities and shoe manufacturing areas, as well as to appropriate trade associations and publications for general dissemination.

Currently available

The data currently available under this system are for the month of July. These statistics continue and refine the import monitoring system established for imports in May and June by the U.S. Customs Service on the basis of temporary import classifications in the tariff schedules. Users are reminded that the Customs Service continues to maintain the official quota count for imports from Taiwan and Korea.

For additional information regarding the availability of particular data, interested parties should contact Ms. Virginia Mannering of Commerce's Office of Import Programs (202-377-5318).

ARE YOU READY—*Business not quite as usual was the order of the day for this Buffalo firm last winter. Careful preparations can save time and money.*

WINTER'S NOT SO BAD, IF YOU'RE PREPARED

Now that winter is upon us, Americans should make sure they are prepared for it. Wise preparation can save money, unnecessary distress, and even your life or the lives of others.

Commerce's National Oceanic and Atmopheric Administration (NOAA), which is concerned with weather at all seasons, has some comments and suggestions. Here they are:

The leading causes of death in winter storms are: auto accidents, heart attacks from shoveling snow; freezing; storm-caused home fires; carbon-monoxide poisoning; accidents from falls; and collapse of snow-laden buildings.

So first of all, winterize the car or cars. Have the ignition, fuel system, antifreeze, and exhaust system checked. Make sure the heater is working well; that brakes are tight and in adjustment; tires, including snow tires, in good condition; windshield wiper and lights working properly.

In rural areas or when extended travel is planned, be ready for the worst. Keep a storm kit in your car, including tire chains, tow chain, snow shovel, sack of sand, flashlight. signal light, flares, fire extinguisher, booster cables, axe, windshield scraper, external heater, first-aid kit, knife, compass, blanket or sleeping bags, paper towels, matches, candles, extra clothing, pliers, screwdriver, and adjustable wrench.

Many drivers carry a spare set of wheels equipped with chains. It's often easier to change wheels than to install chains when a car is stuck.

If you must drive during a winter storm, keep as much gasoline in your tank as you can. Stop frequently to refill. In remote areas, travel in convoy with another car if possible.

When conditions grow rapidly worse, seek refuge immediately. If a blizzard traps you, try to stay in the car, where rescuers are most likely to find you soonest. If you're stuck deep, don't try to push two tons of metal out of a drift or risk a heart attack by frantic shoveling. Don't try to walk to safety through a blizzard unless you are absolutely sure a shelter is nearby and you can make it. Getting lost in a blizzard can mean almost certain death.

While waiting for help, open a window slightly and run the motor and heater sparingly. Carbon monoxide is a sneak killer. Try not to remain motionless for long periods. Exercise by clapping hands and moving arms and legs vigorously. At night, turn the dome light on so work crews can spot you. Keep continuous watch. Never allow all occupants of a car to sleep at once.

If you are at home in case of a winter storm, you should be ready to live without utilities and service. Assume there may be no electricity, no central heating, no deliveries or any way to get groceries, no way to get out of your house for a day or two, and plan accordingly.

Check battery-powered equipment such as flashlights and radios. Make sure batteries are fresh. Have an emergency heating system. Stock extra food, including some that requires no cooking. Look for potential fire hazards from prolonged use of stoves, fireplaces, and space heaters.

If you are able to get outside, keep in mind that heart failure from shoveling snow is a major cause of death. Remember that mittens are warmer than fingered gloves, that several layers of loose-fitting clothing provide better protection against cold than tight-fitting garments, and that outer wear should be tightly woven, water repellent and hooded.

NOAA's National Weather Service issues traveler's advisories when conditions are expected to make traveling difficult, so before setting out, check the latest weather information. On the road keep the radio on for advisories or bulletins.

Summer Motorists Used Record Amounts Of Gasoline

American drivers continue to act like there's no tomorrow as far as gasoline supplies are concerned. Despite urgent pleas to conserve fuel, they used gas at all-time record rates during the past summer, according to the Department of Energy.

U.S. automobiles consumed 317 million gallons of gasoline per day during the 100-day summer peak driving period. This was 3 percent more than the previous record consumption of 307 million gallons a day during the 1976 Bicentennial summer driving season, and nearly 6 percent more than in the summer of 1973, the last summer before the Arab oil embargo.

Each of the nation's 136-million licensed drivers used an average of 2⅓ gallons of gasoline per day this past summer, about the same as last year and down from the 2½ gallons used per day in 1973. This is due in part to more efficient cars and to the fact that people are driving more slowly than in 1973.

Gasoline prices across the nation have increased from an average of 38.8 cents per gallon in the summer of 1973 to 63.3 cents per gallon this past summer. If these prices are adjusted for inflation, the real price of gasoline (in 1967 dollars) rose 7.9 cents per gallon between the summers of 1973 and 1974, then fell 2 cents between summer 1974 and summer 1977.

GOVERNMENTS ECLIPSING PRIVATE ENERGY ROLE AROUND THE WORLD

The world's energy problem has created a "whole new ballgame" regarding relations between government and energy industries in 36 of the globe's most important energy-producing or consuming countries.

The Energy Department has published a study of these rapidly changing relationships and their possible effects on future world energy supplies. The 409-page report focuses on the oil, natural gas, uranium, coal and electrical power industries.

The study finds that the world is experiencing the transfer of enormous economic power from the private to the public sector as the ownership, management and control of energy production, distribution and use are increasingly entrusted to government entities. In response, nations have evolved a wide range of organizational forms mixing public and private responsibilities to cope with these energy organization problems.

The growing concern of governments about energy supplies, consumption and markets has caused nations with similar interests to join together in international organizations.

Nationalization of producing interests by oil-rich countries in recent years has changed the role of multinational oil companies so that they no longer dominate the production of a major share of the world's energy supplies, according to the report. International oil companies exist because they still provide essential services to both oil producing and consuming nations. As the world seeks to diversify its sources of energy supplies, the oil companies are increasingly moving into other energy ventures. But in these activities as well as others, the companies are finding that they must work in partnership with governments.

It is apparent that the international oil companies are having to pay increasing heed to the national companies, as partners or competitors, in their business policies, operations and investment decisions.

Since the OPEC oil price increases and the embargo of 1973-74, consumer countries which also produce natural gas have increased the involvement of their governments in natural gas.

Though private involvement is increasing and indeed is frequently essential, the development of nuclear power and its supporting fuel cycle continues to be characterized by heavy government involvement and regulation at all stages.

A new age of coal appears to be on the horizon, according to the report. A large reserve base still remains to be developed in a number of countries and the government corporations which have generally replaced or have taken over the supervision of private interests are demonstrating that they intend to accelerate their development.

Copies of "The Role of Foreign Governments and the Energy Industries" are available for $5.50 from the Superintendent of Documents, GPO, Washington, D.C. 20402. Request document 247-710/6608.

National Network Will Provide Energy Advice To Small Users

A nationwide system which will provide energy advice to smaller firms and individuals—patterned roughly after the Department of Agriculture's Extension Service to farmers—is beginning to take shape.

Forty states and those U.S. territories not already participating in the federally-funded Energy Extension Service (EES) have been invited to apply for grants to enable them to prepare for later full involvement in the program.

The EES is designed to disseminate information and advice to individuals and small businesses, as well as local governments, encouraging them to adopt energy conservation measures and, where possible, to use energy from renewable sources.

The first grants under the Act were awarded in September to ten states, allowing them to set up pilot programs offering practical energy conservation information and services to small energy consumers. The states were Alabama, Connecticut, Michigan, New Mexico, Pennsylvania, Tennessee, Texas, Washington, Wisconsin, and Wyoming.

The experiment will vary in each state according to local circumstances such as economics, climate, availability of energy sources and other special needs.

In Alabama, for example, information relating to trucks and cars will be distributed to farmers, operators of small businesses and, through car care clinics, to other car owners. Emphasis will also be placed on information relating to improving boiler furnace efficiency and the proper use of wood-burning stoves and fireplaces in low-income homes.

In New Mexico, the focus will be on solar energy information and assistance to homeowners and small businesses. Services will include training courses and computerized energy audits, and special effort will be made to involve retirees, local organizations and Indian groups.

The invitation to apply for grants is designed to help the other states monitor the program in order to benefit from the experiences of the pilot states in planning for participation in a nationwide network.

Guidelines for the national EES are due to be issued on October 1, 1978.

IMPROVED POWERPLANT PRODUCTIVITY PROPOSED

Much of the wasted energy in this country is lost before it ever gets out of the electric generating plant.

Accordingly, David J. Bardin, Economic Regulatory Administrator for the Department of Energy (DOE), has invited the electric utility industry to work with his agency in a comprehensive program designed to increase powerplant productivity. Bardin cited "the considerable progress made by the industry in increasing the efficiency of electric power generation during the 1950s and 1960s" and challenged the industry to apply its technical and managerial resources to reduce the frequency of equipment failure which lowers productivity.

He told industry executives that DOE will encourage publication of comparative powerplant performance data as a means of focusing attention on the productivity issue. Such publication might take the form of a regular listing of the "ten-best" and "ten-worst" plants and systems.

"The problem is particularly acute with large nuclear and coal-fired plants," Bardin noted. "Many of these units have been plagued by technical problems that have kept them out of service for extended periods. This forces the utilities to substitute oil and gas fired units to compensate for the loss of generating capacity. The result is increased consumption of scare oil and gas and higher costs to utility customers."

Productivity levels vary widely among powerplants and utilities across the U.S., with unit availabilities as low as 30-40 percent and as high as 80-90 percent. The goal of 80 percent average plant availability by 1985 is realistic, Bardin noted. It is currently being achieved by some utilities, and with a concerted effort can be achieved by others.

National coordinator

He suggested that the National Electric Reliability Councils, representing all segments of the utility industry, would be an appropriate body to organize a productivity improvement program, in conjunction with DOE and state regulatory agencies.

Preliminary estimates indicate savings of as much as 500,000 barrels of oil (equivalent) per day and a potential reduction in utility reserve margins if the 80 percent objective is achieved by 1985.

Bardin also said that the Administration's pending legislative proposals for utility rate reform are designed to benefit both the utility and the rate-payer; and emphasized the need for greater attention to the reliability of the overall bulk power supply system to avoid future power blackouts.

FRANCE, U.S. AGREE ON OCEAN PROGRAMS

French and American scientists will cooperate over the next two years in four areas of oceanography which could benefit both countries' maritime industries, medical professions, and users of the ocean bottom.

Major projects approved in a recently-signed agreement include a two-year study of seafloor spreading in the Pacific, exchange of information on means of controlling oil pollution, marine environmental research, and research in diving medicine.

The East Pacific Rise off the coast of Mexico will be the site of a major seafloor spreading study, to be carried out with the participation of Mexican scientists. The Rise in that area is a rapidly spreading undersea ridge connected with the extensive geologic fault system along the U.S. west coast. Scientists from France, Mexico, and the United States hope to learn more about the mechanism of seafloor spreading, formation of the earth's crust, and possible formation of metals.

The French and U.S. delegations agreed to hold demonstrations of oil pollution equipment each nation has developed, and made plans for other exchanges, such as training and workshops.

Marine environmental research—a new area of agreement within the cooperative program—will include an ongoing assessment of the environmental impacts of nuclear power plants, consideration of the use of bacteria for oil spill cleanup, and cooperative research on certain fish diseases.

Research in diving medicines will concentrate on determining ways that intravascular bubble detectors can be used to learn more about decompression and bubble formation. In addition, medical scientists of both nations will carry out cooperative studies of a disease of bone tissue that sometimes may occur following exposure to compressed or rarified air.

Head of the U.S. delegation was David H. Wallace, acting assistant administrator for fisheries of Commerce's National Oceanic and Atmospheric Administration. The French delegation was led by Yves La Prairie, General Director of CNEXO (Centre National pour l'Exploitation des Oceans).

U.S.-Brazil Maritime Agreement Renewed

A three-year extension of a U.S.-Brazilian maritime agreement is expected to promote stability in trade between the two countries, and contribute to the development of better maritime relations between them.

At meetings held recently in Washington, delegations from the two countries agreed to a renewal of the provisions of a Memorandum of Consultation dated March 7, 1970, which assures that access to their government-controlled cargoes will continue to be granted equally to U.S.-flag and Brazil-flag vessels.

Robert Blackwell, Assistant Secretary of Commerce for Maritime Affairs and head of the Maritime Administration, led the U.S. delegation, and Manoel Abud, national superintendent of the Merchant Marine, headed the Brazilian side.

In an exchange of letters, Blackwell noted that the Maritime Administration believed that the procedures for implementation contained in the U.S. letter would "foster attainment of the desirable goal of equal access to the trade by national flag vessels."

Weather Buoys Developed For Worldwide Experiment

Drifting buoys and satellites will speed weather data in a new global weather experiment, in which Commerce's National Oceanic and Atmospheric Administration (NOAA) has responsibility for the United States' participation.

The American Electronic Laboratories, Inc., of Lansdale, Pa., and the Polar Research Laboratory of Santa Barbara, Calif., are developing the meteorological buoys under NOAA contracts. Each contractor will provide six buoys capable of measuring barometric pressure and ocean sea surface temperature, and transmitting that data via NOAA satellites to communications stations ashore.

The global weather experiment, to be conducted in 1979, is the most comprehensive global observational program of tropospheric, stratospheric and sea surface conditions ever attempted, according to NOAA officials.

Employers Can Now Hire Six Students At Lower Wage

Employers may now hire up to six full-time students at 85 percent of the normal minimum wage rate without obtaining prior authorization from the Department of Labor.

The change was required by recent 1977 amendments to the Fair Labor Standards Act. Prior to Nov. 1, when this part of the new legislation became effective, employers could hire a maximum of four full-time students at less than the minimum wage. The provision applies to retail, service and agricultural employers.

Employers need only certify to the Department of Labor that this employment will not reduce full-time job opportunities for their other workers.

Regulations concerning procedures were published in the Nov. 11 *Federal Register*.

Geothermal Demonstration Plant Targeted For 1982; Private Proposals Invited

In cooperation with private industry, the Department of Energy will build a commercial-scale geothermal power plant to demonstrate the use of hot geothermal fluids in generating electricity.

One important purpose of the demonstration project will be to stimulate private development of the nation's liquid-dominated geothermal resources.

The agency has invited organizations or groups of organizations to submit proposals for the design, construction and operation of a geothermal electric power plant utilizing the energy from a liquid-dominated geothermal reservoir by Jan. 31.

Interested proposers are being asked to describe a program which would include the geothermal field system, fluid production equipment, fluid transmission system, electricity conversion system, geothermal fluid treatment and spent fluid disposal facilities, and a tie-in to an end-user such as an electric utility transmission network.

The demonstration plant is expected to begin operating before the end of 1982, and produce approximately 50,000 kilowatts of electricity.

The estimated total cost of the plant, including reservoir development, plant construction, and five years of operation, is $130-150 million. The operating costs would be partially offset by the revenue from the commercial sale of electricity.

Firms interested in participating in the demonstration project may obtain a copy of the Program Opportunity Notice from DOE's San Francisco Operations Office, 1333 Broadway, Oakland, Calif. 94612.

Final contract selection is expected in May.

Coastal Vacation Guide Published On Rhode Island

Nobody can guarantee sunshine for a vacation, but a new series of brochures from Commerce's National Oceanic and Atmospheric Administration (NOAA) will provide climatological information that can help in choosing a time and place.

Rhode Island's Vacation Climate, the first in the series on coastal resorts, contains data on that state's vacation-time weather, including rain, sunshine, temperature and wind. The brochure also has sections on fish found in state waters and various outdoor recreational activities.

Currently in preparation is a guide to the Outer Banks of North Carolina.

Copies of the Rhode Island brochure may be obtained, without charge, from: Environmental Data Service, D762, Room 400, Page Bldg. 1, Washington, D.C. 20235 or University of Rhode Island Marine Advisory Service, Publications Office, Davis Hall, URI, Kingston, R.I. 02881.

Commerce Report Advocates More Help For Women Entrepreneurs

A boost for women business owners is advocated by a new Commerce Department report. First in a series of situation reports from Commerce's Ombudsman, the publication details recent federal programs designed to help women overcome obstacles to becoming successful entrepreneurs.

The report outlines the mandate of the Interagency Task Force on Women Busines Owners, chaired by Deputy Under Secretary of Commerce Anne Wexler (see *Commerce America* article of September 26, 1977), which held its first meeting last month, and the Women's Business Ownership Campaign of the Small Business Administration.

The Task Force will evaluate federal programs that impact on women business owners and practices or conditions that discourage women from entrepreneurship. It will also evaluate existing data on women in business.

Copies of the Situation Report, *Federal Programs to Help Women Overcome Obstacles to Business Ownership*, may be obtained from the Office of the Ombudsman, Room 3800, U.S. Department of Commerce, Washington, D.C. 20230.

Consumer Agency Encourages Voluntary Safety Standards

Which does a better job . . . voluntary standards or mandatory ones? Both according to the Consumer Product Safety Commission (CPSC), when combined. The Commission has found that a proper combination of voluntary and mandatory standards can bring a greater "pay-off" in increased product safety than either type alone.

The Commission believes that, over the years, voluntary safety rules have helped increase consumer product safety and that by further encouraging their development and use, an even higher level of product safety in the marketplace can be achieved.

The Commission has named three levels of its possible interaction in voluntary standards development:

—Liaison, including such activities as CPSC staff attendance at two or three meetings of an outside organization, and supplying data on risks of injury from specific products.

—Monitoring, including such actions as keeping abreast of the standards development process and reviewing minutes of meetings and draft standards; and

—Participation, including such activities as regularly attending meetings of the standards development group and actually helping develop the standard.

The Commission addressed the role of voluntary standards in the mandatory standards process in a policy statement printed in the November 10 *Federal Register*. Persons interested in commenting should submit their views, preferably in five copies, by January 9, to: Office of the Secretary, U.S. Consumer Product Safety Commission, 1111 18th St. N.W., Washington, D.C. 20207.

Justice Takes Dim View Of Talks Between Oil Firms, Tanker Association

The Department of Justice says it might take anti-trust action if U.S. oil companies hold a proposed meeting with representatives of the International Association of Independent Tanker Owners (Intertanko).

The meeting, proposed by the association, would discuss the accelerated scrapping of old tankers which are regarded as "notorious polluters", and deal with their conversion into "reception stations" for waste.

The proposal was submited to Justice's Antitrust Division by the chairman of Intertanko of Oslo, Norway, the trade association for some three-quarters of all the world's oil tankers not owned by oil companies or governments. The Antitrust Division replied that it views the potential competitive harm flowing from such discussions as quite serious.

Under the Justice Department's business review procedure, a firm or organization may inform the Antitrust Division of a contemplated course of action.

A file containing the business review request and the Division's response may be examined in the Legal Procedure Unit, Room 3307, Department of Justice, Washington, D.C. 20530.

FTC Conducting Investigations Of Equal Credit Practices

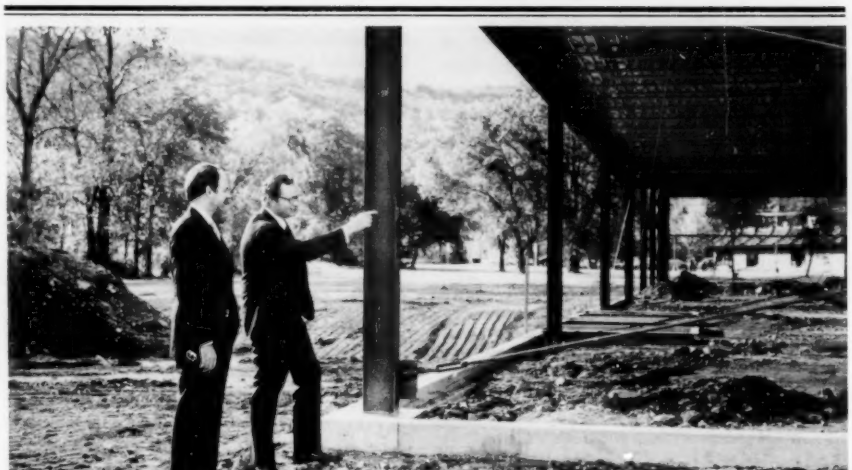
Mortgage companies, credit card issuers and others are being scrutinized by the Federal Trade Commission for any violations of the Equal Credit Opportunity Act.

The FTC is conducting two investigations. The first is an industrywide investigation of the mortgage credit practices of non-depository lending institutions. It is focusing on whether mortgage lenders refuse to extend credit in certain geographical areas because of the persons who live or are moving into those areas. This practice is commonly referred to as racial redlining.

An investigation of the practices of major credit card issuers includes oil companies, retailers and certain travel and entertainment card companies. The FTC investigators are seeking to determine whether discrimination on the basis of sex, marital status, race, national origin, age, religion or receipt or public assistance may have occurred in the creditor's application, evaluation and collection practices. Specifically, the FTC staff is studying the way that zip codes are being used in credit scoring systems and how values are assigned to them.

In keeping with Commission policy, the investigations are nonpublic. The FTC states that the fact of an investigation does not imply the law has been violated.

Copies of a speech on the subject by Commissioner Elizabeth Hanford Dole before the National Association of Women Lawyers are available from the Public Reference Branch, Room 130, Federal Trade Commission, Washington, D.C. 20580 (202-523-3598).



PROGRESS REPORT—*Commerce officials Matt Cooney and C. L. Haslam (pointing) inspect an industrial park under construction in Norwich, New York. Commerce's Economic Development Administration provided the County of Chenango Industrial Development Agency with $390,000 to build the park, which is located in an area of high unemployment. One plant alone—a 62,000-square-foot building to be occupied by an athletic wear manufacturer—will employ 250 people.*

Calendar Of Business Events

Dec. 8—Memphis—Annual Business Outlook Conference, Memphis State University. Contact: Commerce Memphis District Office.

Dec. 8 — Louisville — Energy Efficiency Sharing Workshop, Louisville Area Chamber of Commerce. Contact: Commerce Memphis District Office.

Dec. 8-9—Nashville—1977 Governors Conference on Economic & Community Development, Hyatt Regency Hotel. Contact: Commerce Memphis District Office.

Dec. 8-9—Washington—Toxic Substances Control Conference, Shoreham Americana Hotel. Contact: Government Institutes, Inc., 4733 Bethesda Ave. NW., Washington, D.C. 20014 (301-657-2922).

Dec. 8-9—Arlington, Va.—Manufacturing Management / Manufacturing Technology, Stouffer's Hotel. Contact: American Institute of Industrial Engineers Conferences, P.O. Box 91295, Los Angeles, Calif. 90009 (213-670-2973).

Dec. 8-9—Key Biscayne, Fla.—Budgeting & Effective Cost Analysis, Sonesta Beach Hotel. Sponsor: N.Y.U. Contact: Heidi Kaplan, Dept. 14NR, N.Y. Management Center, 360 Lexington Ave., New York 10017 (212-953-7262).

Dec. 12-13—Chicago—Negotiating the Labor Contract, Sheraton Chicago. Contact: N.Y. Mgt. Ctr., see address above.

Dec. 12-13—Gaithersburg, Md.—Workshop on High Temperature Chemical Kinetics, National Bureau of Standards. Contact: David Garvin, B154, Chemistry Bldg., NBS, Washington, D.C. 20234 (301-921-2771).

Dec. 12-14—Washington—Preparation of Environmental Impact Statements, George Washington U. Contact: Continuing Education Program, GWU, Washington, D.C. 20052 (202-676-6106 or 800-424-9773).

Dec. 12-14—Philadelphia—Conserving Energy in Buildings & Plants, Drexel U. Contact: Office of Continuing Professional Education, Drexel U., 32nd and Chestnut Sts., Philadelphia, Pa. 19104 (215-895-2154).

Dec. 12-14—Ann Arbor, Mich.—Simulated Collective Bargaining, U. of Michigan. Contact: Div. of Mgt. Education, UM, 1735 Washtenaw Ave., Ann Arbor, Mich. 48109 (313-763-1000).

Dec. 12-14—San Mateo, Calif.—Financial Management, The Villa Hotel. Contact: American Graduate University/Procurement Assoc., 733 N. Dodsworth Ave., Covina, Calif. 91724 (213-331-5484).

Dec. 13-15—Ann Arbor, Mich.—Challenge of Leadership: Women in Management, U. of Michigan. Contact: Div. of Mgt. Education, UM, see address above.

Dec. 13-16—Arlington, Va.—Contract Administration & Management, Twin Bridges Marriott Hotel. Contact: American Graduate U./Procurement Assoc., see address above.

Dec. 14 — Memphis — Energy Efficiency Sharing Workshop, Memphis Area Chamber of Commerce. Contact: Commerce Memphis District Office.

Dec. 15—Gaithersburg, Md.—Symposium on Computer Networks, National Bureau of Standards. Contact: Helen Wood, B212, Tech Bldg., NBS, Washington, D.C. 20234 (301-921-2601).

Dec. 15-16—Washington—Competitive Issues in Solar Energy, Sheraton Park Hotel. Contact: Joyce Williams, Rm. 361, Federal Trade Commission. Washington, D.C. 20580 (202-523-3964).

Dec. 15-16—San Mateo, Calif.—Proposal Preparation, The Villa Hotel. Contact: American Graduate U. / Procurement Assoc., see address above.

New Publications Cover Many Subjects Of Business Interest

Commerce America readers may be interested in some new books from various sources.

The Corporate Role and Ethical Behavior: Concepts and Cases, by Robert J. Litschert and Edward A. Nicholson, provides the corporate executive with the expertise for dealing with complex social issues. The book presents both a decision-making framework (theory) and comprehensive cases which present a variety of current social problems. Priced at $16.95, the book is available from Van Nostrand Reinhold, Litton Industries, 450 West 33rd St., New York 10001 (212-594-8660).

A new reference manual from Prentice-Hall details innovative procedures for industrial managers that can cut excess production costs. *Manufacturing Management and Engineering Handbook*, by Bruno A. Moski, covers how to slash costs from each of the steps in the production cycle, from drawing board to customer delivery. The book is available, priced at $29.95, from Prentice-Hall, Inc., Englewood Cliffs, N.Y. 07632 (201-592-2489).

The Proceedings of the 4th Reliability Engineering Conference for the Electric Power Industry are now available. The volume contains 22 complete papers reflecting the theme Reliability, Availability and Maintainability of Power Apparatus and Systems. The book is available for $10 prepaid from: American Society of Quality Control, 161 W. Wisconsin Ave., Milwaukee, Wisc. 53203 (414-272-8575).

"An inside look at the people and organization controlling the fate of thousands of consumer products" is promised by the publisher of the new edition of *Who Does What at the Consumer Product Safety Commission*. The guide contains: descriptions of the divisions and officials of the Commission, listings of 52 advisory committees, descriptions of more than 400 substantial hazard reports, the hazard index, and summaries of all final and pending regulations, among other information. The book may be ordered, for $27.50, prepaid, from Washington Business Information, Inc., 1080 National Press Bldg., Washington, D.C. 20045 (202-393-3830).

A four-page, quick-referral directory to the characteristics and standard shapes and sizes of the thermoplastics is available without charge from Commercial Plastics' service centers, or by request to Dept. D, 1642 Woodhaven Dr., Cornwells Heights, Pa. 19020. Listings include generic and trade names, manufacturers, and other publications dealing with individual types of thermoplastics.

Minority Enterprise in Construction, by Dr. Robert W. Glover, reviews past approaches used by federal and local agencies, to upgrade the minority contractor in the hope of increasing minority employment. He recommends a combination of two approaches: trying to increase the demand for minority construction services and offering technical and financial assistance to improve the contractors' ability to take on larger jobs. The book may be ordered from Praeger Special Studies, 200 Park Ave., New York 10017 (212-949-8700) for $17.95 plus shipping and handling charges.

Those operating franchises and those contemplating it may find a couple of new publications from Info Press of interest. The *1977 Franchise Annual*, priced at $9.95, contains more than 1,100 U.S. and Canadian listings of franchisors, licensors and distributors. Full descriptions of the type of business, how long established and minimum investment are included. *Info Franchise Newsletter*, priced at $18 for 12 issues, $10 for an introductory six-month subscription and $1 for two sample copies, is also available from: Info Press, Inc., 736 Center St., Lewiston, N.Y. 14092 (716-754-4669).

International Commerce Report

Upward Trend Continues In World Import Values

U.S. MARKET SHARE DECLINES IN MANY NATIONS, HOWEVER, ACCORDING TO NEW QUARTERLY REPORT

World imports increased in value over year-earlier figures, based on trade data for the latest available 12 months. This result continues the upward trend noted in the May and August articles in the quarterly World Market Report series, and reflects a moderate world recovery from the global recession of 1974-75.

Declines in U.S. shares of imports were more frequent than increases among those countries for which 1977 trade data appear in the accompanying table. Most countries increased their imports from the United States, but not by as much as their purchases from other nations.

Among the top ten markets, U.S. shares fell in more nations than they rose. Declines outnumbered advances also in the U.S. proportion of total imports into other developed countries. Similarly, the frequency of share declines exceeded that of increases among the developing countries for which data exist.

Import values of nine of the top ten trading countries rose by more than 10 percent from year-earlier levels. Entries into Germany and France increased 19 percent, but Canadian imports advanced sluggishly at 4 percent. The Netherlands was the only major importer which had an increase greater than 20 percent. In contrast to the situation presented here, a year ago eight of the top ten nations reported either increases of less than 10 percent or declines from the import levels of 12 months before.

Prices of manufactured goods entering world trade advanced more than 10 percent between the second quarters of 1976 and 1977. Prices of primary commodities rose 12.3 percent, triple the increase during the preceding year. Despite a fall in the price of cereals, an increase of nearly 90 percent in the price of beverage crops—cocoa, coffee, and tea—pulled the food price index up 14.2 percent. Prices of non-food agricultural products spurted 15.1 percent—more than twice as much as their climb of the earlier year. Copper and zinc prices declined and held the overall increase in the price of non-ferrous base metals to 5.9 percent—about half the rate of increase for the previous year.

U.S. share up in U.K.

Among the ten leading trading nations, U.S. shares of imports rose in three markets, the United Kingdom, Canada, and Sweden, fell in five, Japan, France, Italy, the Netherlands and Spain, and remained essentially unchanged in two, Germany and Belgium-Luxembourg.

In the United Kingdom, increased purchases of American cereals, statistical machines and aircraft helped boost the U.S. market share. Shipments of cars and parts and electronic computers led the advance of Canadian imports from the United States.

Although the U.S. share of French, Japanese, Italian and Dutch imports fell, the value of these nations' imports from the United States rose. The value of Spanish imports from the U.S. declined.

A factor in the rise of imports from the United States was the increase in corn purchases by Japan, Italy and the Netherlands. The Japanese bought more American raw cotton, soybeans, ores and metal scrap and lumber but less chemicals, coal, wheat, meat and aircraft. The Dutch also reduced the value of the wheat and aircraft which they imported from this country. In contrast to the Japanese and the Dutch, the Italians increased their purchases of American aircraft and parts; they also received more coal, oilseeds, woodpulp, textile products, telecommunications apparatus and office machines.

Changes in the commodity composition of France's imports from the United States were unlike those of the other major nations. Soybean imports more than doubled while receipts of animal feed declined about two-thirds and those of wheat fell about 90 percent. The French increased their purchases of American office machines and electronic components.

Turning to some of the smaller indus-

Study Explores Best Iran Markets

Outstanding sales opportunities for U.S. manufacturers exist in 15 areas of the economy of Iran, where demand for capital equipment is expected to exceed $13 billion in 1980, according to a comprehensive new Commerce Department study, "Iran: A Survey of U.S. Business Opportunities."

Though the oil-based boom atmosphere in Iran has subsided, prospects remain inviting in the following sectors, it is reported: agro-industry, chemical industries, communications, construction and public works, education and training services, electric power, food processing and packaging, forest resources production, business equipment and systems, medical and health services, metallurgical and metalworking industries, printing and publishing, textiles and apparel manufacturing, transportation, and mining, petroleum and natural gas.

The 296-page study, published by the Department's Bureau of International Commerce, describes the major Iranian economic sectors; discusses Iranian development objectives, trends, programs and projects; identifies requirements for capital goods, technology and services, and evaluates the competitive environment in which U.S. firms must operate in Iran.

The study is one of a series of Country Market Sectoral Surveys of business opportunities in countries that are important U.S. trading partners. Previously published studies cover Brazil, Indonesia, Nigeria and Venezuela.

Copies of "Iran: A Survey of U.S. Business Opportunities" are available at $4.75 each from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, or through Commerce Department District Offices.

World Market Report

The 48 markets shown below accounted for 88% of total imports into all free-world markets and 89% of imports from the U.S. in 1976

Values in millions of dollars — Published quarterly

Importing country	1976 Imports			1977 Imports January through latest month				Import change in latest 12 months*	
	From world	From U.S.	U.S. share %	Latest month	From world	From U.S.	U.S. share %	From world %	From U.S. %
Germany, Fed. Rep.	87,570	6,968	8.0	Sept.	73,890	5,422	7.3	+ 19	+ 18
Japan	64,893	11,864	18.3	Sept.	52,918	9,484	17.9	+ 12	+ 9
France	64,391	4,721	7.3	July	41,392	2,957	7.1	+ 19	+ 15
United Kingdom	55,983	5,485	9.8	Sept.	47,638	4,997	10.5	+ 14	+ 21
Italy	43,418	3,407	7.8	June	23,846	1,732	7.3	+ 15	+ 10
Canada	40,635	26,890	66.2	Sept.	31,257	21,129	67.6	+ 4	+ 6
Netherlands	39,589	3,612	9.1	June	22,913	2,118	9.2	+ 26	+ 24
Belgium-Luxembourg	35,392	2,172	6.1	June	20,322	1,285	6.3	+ 20	+ 21
Sweden	19,332	1,296	6.7	June	10,204	744	7.3	+ 18	+ 20
Spain	17,401	2,482	14.3	Aug.	11,970	1,500	12.5	+ 11	— 9
Switzerland	14,766	971	6.6	Aug.	11,333	754	6.7	+ 25	+ 19
Brazil	13,505	3,124	23.1	Aug.	8,899	1,709	19.2	+ 1	— 18
Iran	12,892	2,133	16.5	Mar.	3,716	571	15.4	+ 11	— 13
Australia	12,442	2,555	20.5	June	6,829	1,447	21.2	+ 19	+ 17
Denmark	12,419	639	5.1	Aug.	8,666	531	6.1	+ 14	+ 24
Austria	11,523	345	3.0	Aug.	8,972	273	3.0	+ 30	+ 35
Norway	11,109	718	6.5	June	6,367	383	6.0	+ 25	+ 4
Singapore	9,070	1,198	13.2	Aug.	6,686	829	12.4	+ 17	+ 2
Hong Kong	8,880	1,086	12.2	July	5,944	760	12.8	+ 24	+ 31
Saudi Arabia	8,880	1,603	18.1	.....	.....	.....	.....	+111	+122
Korea, Rep. of	8,774	1,963	22.4	Aug.	6,923	1,587	22.9	+ 24	+ 28
Nigeria	7,911	864	10.9	.....	.....	.....	.....	+ 31	+ 30
Taiwan	7,609	1,801	23.7	July	4,805	1,179	24.5	+ 17	+ 16
Finland	7,424	384	5.2	July	4,182	212	5.1	+ 11	+ 11
Yugoslavia	7,367	370	5.0	July	5,508	335	6.1	+ 24	+ 30
South Africa	7,277	1,572	21.6	May	2,591	559	21.6	— 13	— 5
Venezuela	7,218	2,943	40.8	.....	.....	.....	.....	+ 21	+ 4
Greece	6,057	411	6.8	Apr.	1,842	109	5.9	+ 19	+ 11
Mexico	6,030	3,765	62.4	Apr.	1,552	948	61.1	— 14	— 15
Indonesia	5,673	988	17.4	Apr.	1,831	216	11.8	+ 32	+ 33
India	5,449	1,371	25.2	.....	.....	.....	.....	— 12	— 1
Turkey	5,129	438	8.5	June	2,963	224	7.6	+ 23	+ 11
Portugal	4,212	380	9.0	June	2,265	192	8.5	+ 22	+ 17
Ireland	4,192	355	8.5	Sept.	3,949	375	9.5	+ 25	+ 46
Israel	4,124	892	21.6	July	2,638	557	21.1	+ 8	— 3
Philippines	3,904	866	22.2	July	2,416	474	19.6	+ 5	— 6
Thailand	3,585	477	13.3	.....	.....	.....	.....	+ 9	+ 2
Iraq	3,469	[1]197	[1]5.7	.....	.....	.....	.....	— 17	— 47
Malaysia, West	3,353	405	12.1	June	1,891	224	11.8	+ 17	+ 25
New Zealand	3,255	456	14.0	June	1,683	234	13.9	+ 8	+ 2
Argentina	3,062	537	17.5	Apr.	1,182	249	21.1	+ 1	+ 2
Morocco	2,618	223	8.5	Feb.	456	16	3.5	+ 5	+ 34
Pakistan	2,134	418	19.6	Aug.	1,628	235	14.4	+ 19	— 6
Trinidad and Tobago	1,982	388	19.6	Mar.	494	107	21.7	+ 18	+ 16
Bahrain	1,664	145	8.7	June	1,060	75	7.1	+ 53	+ 37
Jamaica	931	344	37.0	June	381	145	38.0	— 16	— 13
Panama	840	[1]265	[1]31.5	.....	.....	.....	.....	— 3	+ 14
Oman	673	44	6.6	.....	.....	.....	.....	— ([2])	— 32

NOTE: The countries shown above include the 48 major importers of U.S. merchandise in 1976 for which current data are available. In order to present comparable statistics for all countries, import data have been adjusted from an f.o.b. to a c.i.f. valuation for Australia, Brazil, Canada, Philippines, Republic of South Africa, and Venezuela.

* Compared with preceding 12 months.

[1] Estimated from partial year data. [2] Less than 0.5 percent.

SOURCE: Official trade statistics of listed countries.

trial countries, the U.S. share of imports to Switzerland fell as shipments of wheat and aircraft failed to match year-earlier levels. Despite this reduction in the U.S. share, Swiss purchases of American animal feed, tobacco, chemicals and office machines increased. In Australia, the proportion of imports originating in the United States also dropped despite increases in the value of American chemicals, internal combustion engines excluding aircraft engines, computer and calculator parts, and mining and construction equipment.

In Denmark and Ireland, on the other hand, the U.S. share increased. Danish purchases were paced by shipments of soybeans, power generating machinery and office machines while Irish imports from the U.S. were led by machinery products.

The U.S. share of imports rose in two of the leading industrializing nations, Hong Kong and Korea. The British Crown Colony's imports of American raw textile fibers more than tripled from year earlier levels. Greater purchases of precious stones, electronic components, office machines, and tobacco also helped boost the U.S. position in that market. Koreans imported more electronic components as well as corn and telecommunication equipment.

In Singapore, however, the U.S. share of imports fell as the value of construction and mining machinery purchased in this country declined by more than one third.

In five other less developed countries for which some 1977 trade data are available, Brazil, Iran, Israel, Pakistan and the Philippines, imports from the U.S. fell while those from the world increased.

EXPORT LICENSE USERS GET SIMPLIFIED PRODUCT IDENTITY LIST ON JAN. 1

U.S. firms that file export license applications with the Commerce Department will soon be able to use a simplified listing to identify the items they intend to ship abroad.

On Jan. 1, when the new list becomes effective, exporters of lasers and laser systems, for example, will find one entry covering such products. Currently there are more than 20 entries for these commodities.

The revision in the export identification system—the Commodity Control List—is part of a response by Commerce's Office of Export Administration to recent legislative directives seeking simplified rules and regulations in the field of export controls.

A factor in the timing of this change is the imminent revision of the broad export classification system upon which the Commodity Control List has been based—the Census Bureau's Schedule B "Statistical Classification of Domestic and Foreign Commodities Exported from the United States." A new Schedule B has been published and goes into effect on Jan. 1.

Faced with this change, and determined to heed the call for simplification of their procedures, authorities in the Office of Export Administration took a close look at the practicality of the Schedule B base for the control list. The tie-in was originally designed to save time in export paperwork.

An alternative was at hand, the more concise commodity definition list used by the United States jointly with 14 other industrialized nations that participate in the international COCOM export control structure. The vast majority of commodities controlled under the U.S. system of validated export licenses are also controlled by these other COCOM countries.

Querying its Technical Advisory Committees over which base to use for the revised Commodity Control List, the Commerce officials found almost unanimous support for the COCOM format. The streamlined list, including the consolidation mentioned above for lasers, was considered more attractive by these representatives of the high technology firms that are heavy users of validated export licenses.

A further survey of opinion on this point was taken among freight forwarders and small companies not represented on the advisory committees. The response indicated that the current Commodity Control List is so technical that only highly qualified technicians can determine whether a particular product is covered by an entry on the list. It was also learned that

freight forwarders, for example, rely heavily on the exporter or supplier to furnish the correct control list entry. In short, the original logic for a Schedule B-based control list had now lost its validity. The Office of Export Administration therefore decided to shift its control list to the COCOM format.

The revised commodity Control List includes a four-digit number for each entry. Entries are grouped by commodity categories, e.g., one for all electric and precision instruments, another for transportation equipment, another for metalworking machinery. While the number of entries on the control list will be reduced from 706 to 206, there will be no increase nor decrease in commodity control coverage as a result of the revision. There will be some modifications in General License GLV dollar values, however, and minor changes in preparation of the Shipper's Export Declaration. These are described in detail in *Export Administration Bulletin* No. 171, dated Nov. 10.

CONSTRUCTION EXTENSIVE IN MID-EAST, EQUIPMENT MISSION BUILDS CONTACTS

Hotels, hospitals, housing, schools, communications, airports—being planned or already under way—dot the construction scene in Egypt, the United Arab Emirates, and Qatar. True, the building boom in some areas has been tapering off slightly, and some major projects such as ports have been completed; but development planning on other projects continues at a rapid pace.

The Director General of the Qatar Chamber of Commerce, Kamal Saleh, recently told a U.S. building products and construction equipment trade mission visiting Cairo, Abu Dhabi, and Doha that "Made in USA" represents quality in his country, and that quality is most often as important as price. The mission members are inclined to agree, notes their director, Franc Manzolillo of the Commerce Department's Action Group for the Near East.

Saleh emphasized the need for U.S. firms to make repeated trips into the area to build confidence and actual sales. He cited as an example mission member Frank LaDue of the McCracken Concrete Pipe Machinery Co., who had visited Qatar last year with an Iowa State trade mission. Now returning, after following up on earlier contacts, LaDue expects orders next year to reach some $350,000.

Chamber of Commerce and government officials in Egypt and the UAE echoed Saleh's remarks. These leaders also stated that while the Middle East markets are expanding, so is the competition. They pointed out that many opportunities have gone to competing nations primarily because of the inattention of U.S. firms, and stressed several points reiterated by U.S. Embassy officials: that the Arab world works on a basis of friendship and trust, a local agent is generally mandatory, and after-sales service is essential.

ON SITE IN EGYPT—*U.S. construction equipment trade mission visits housing project near Cairo, where nine 25-story apartment buildings are under way.*

The U.S. firms' products and services included trenching machinery, concrete forms, concrete pipe machinery, cutting equipment for masonry, stone, and concrete, reinforcing steel bending and shearing equipment; roofing materials, insulation, floor coverings; and architectural, engineering, and construction services. Orders are projected at more than $9 million in the next 12 months. Two joint ventures and eight licensee agreements were signed during the mission visit.

As most construction in the areas visited is of concrete, the Schenck reinforcement-rod bender and shearer were of major interest everywhere, says Manzolillo. Mission member George E. Schenck, president of the Schenck Corp., York, Pa., commented on leaving Abu Dhabi: "We believe exposure here will continue to produce sales for our company over the next three to five years. They need new methods and machinery to produce at lower cost, less labor."

The Director of the Egyptian Government's General Organization for Tourism and Hotels commented that private companies are being encouraged to erect and operate hotels under the liberalized investment opportunities offered by Public Law 43 on foreign and Arab investment in Egypt. More than 36 major hotels are under construction or in the final planning stages. Most are luxury class, with management and construction expertise by Intercontinental, Sheraton, Hilton, Marriott, and Meridien. Arab contractors who have many huge contracts in Egypt and elsewhere in the Middle East are building, by the slip-form method, in the Cairo suburb of Heliopolis, nine 25-story apartment towers—a project visited by the mission.

Qatar has a multi-million-dollar construction program to provide improved social and cultural amenities to its growing population. Also, an industrial program is moving swiftly forward to diversify the economy and reduce the country's dependence on oil income. A prominent current project is development of the Corniche Complex on reclaimed land in the Doha west bay. The area, to house the foreign diplomatic corps and various government agencies, will include a conference center and 12-story hotel.

Mission members, in addition to those mentioned were R. W. Russell, Jr. and Claude Garard, Armstrong Cork Co.; Norbet Ibach, CertainTeed Corp.; David L. Pressler, Cincinnati Consortium, Ltd.; Henry Kyle and William Lyness, Dallas-Jetco, Inc.; James W. Franklin, Form-Eze Systems, Inc.; and Alex Visser, Norton International, Inc.

Growing Tourism In Taiwan Whets Interest In Latest Hotel, Restaurant Equipment

The latest in American-made hotel and restaurant equipment has generated keen interest "among the trade" in the Republic of China. This was clearly demonstrated during the recent hotel, institutional and restaurant equipment exhibition at the U.S. Trade Center in Taipei.

The Republic of China in the past two decades has undertaken a series of social, industrial, and economic expansion programs. Thousands of foreign visitors, tourists and businessmen are attracted to Taiwan each year, and in 1976, the coun-

try was host to more than a million tourists from all over the world. To keep pace with the ever growing influx of foreign visitors, the government has called for a concerted effort to upgrade facilities and accelerate hotel construction to alleviate the shortage of tourist-class accommodations.

Thirty-four U.S. manufacturers participating in the Trade Center event displayed and demonstrated equipment including food and beverage preparation and service equipment; bathroom furnishings; room accessories; cleaning, maintenance and sanitation equipment; utility equipment and supplies; security and safety systems; and electric insect control systems. Direct sales totaled $574,800 and additional sales over the next 12 months are projected at $3.3 million. Two representation agreements were signed.

Taiwan end users in this field are very price conscious. Low-priced equipment of local and third-country origin is prevalent, and U.S. prices are generally considered high. Demand for quality products has been increasing, however, and U.S. manufacturers enjoy a reputation for superior design and quality.

The Taiwan market for labor-saving devices and systems for hotels and restaurants is expected to continue to expand. End users of such equipment include also industrial and commercial establishments, hospitals, schools and residences.

U.S. Suppliers See Sales Of Equipment For Water Projects In Nigeria, Kenya

Nigeria and Kenya are currently assessing available water resources as part of their overall economic development programs and are receptive to U.S. technology in this field.

A group representing U.S. manufacturers of equipment for water-supply development, irrigation and power has made this report after a seminar-trade mission to Kano, Lagos and Nairobi. "Sales competition is fierce, but both countries are eager for U.S. technology," summed up Commerce Department's K. L. Kollar, who chaired the seminars.

The eight team members conducted sessions—for mostly government audiences, as government is the major user in both countries—on exploration, care, treatment, and usage of water, and the various kinds of equipment available for such operations. The audiences for the most part were wary of "promoters;" but they valued the state-of-the-art presentations and responded to the "softsell," as was evidenced by the business prospects developed.

Nigeria's economy, with a firm oil-revenue base, is expanding rapidly; but the urgency of improving water distribution throughout the country if agriculture is to be developed is firmly recognized. The 1975-80 five-year plan allocates to irrigation alone sums far greater than the preceding plan allocated to agriculture as a whole. As government entities at state and local levels also are involved in developing projects, says Kollar, a U.S. supplier needs an "eyes and ears" representative. Competition is strong from Europeans and Japanese.

Kenya's agrarian economy, largely dependent on the vagaries of the weather, has been improving since 1976 as a result of booming export earnings from coffee; and the country has an ambitious water resources program. The $100 million Tana River Scheme—comprising hydroelectric power, earthworks, irrigation, and water supply—offers business opportunities for U.S. equipment manufacturers.

All of the seminar/mission members expect to develop sizable export markets in both countries, anticipating some $3.5 million worth of orders in the next year.

Pollution Control Equipment Show Set For Korea In March

U.S. manufacturers are invited to participate in the Korea International Exhibition for Environmental Pollution Control (KIPCO) to be staged March 18-23, in Seoul. Applications, which must be received by Dec. 20, should be addressed to the Secretariat, Office of KIPCO '78, 109 Susong-dong Chongro-ku, Seoul.

The Korean Government and industry are actively seeking new pollution control technology and high quality instruments. Two bills, approved Sept. 28 in the Economic Vice Ministers Meeting, will provide more comprehensive standards for air, water and soil pollution (including automobile standards.) The probable implementation date is July 1, 1978.

Lack Of Skilled Workers In Southeast Asia Signals 'Building Systems' Sales

The building industry in Southeast Asia is becoming more "systems-intensive," because of the lack of skilled construction workers, and U.S. technology in this field is expected to continue to enjoy a fair share of the total market.

Several U.S. companies that ventured into this market for the first time throcugh a recent building products and systems exhibition in Singapore reported enthusiastic response to their products, and sold $81,000 worth on the spot. The exhibition was held at the U.S. International Marketing Center, which serves the ASEAN (Association of Southeast Asian Nations) region—the Philippines, Indonesia, Malaysia, Singapore and Thailand.

Unusual products and those that were completely new to this market scored well, according to Center Director Tom Moore. "Among those products that attracted widespread interest by the region's building and construction industry were the doors and casings marketed by Steves Sash, Marco Products' plumbing 'snakes,' and Temcor's geodesic domes," he commented. Other U.S. building technology also stimulated visitor interest. Concrete forming systems, equipment which is relatively new to the region, commanded a favorable response from industry leaders.

The U.S. Center estimates that in 1976 Singapore alone imported about $435 million worth of building products and systems and is expected to increase the volume to $500 million for the current year. Barring unforeseen development, Singapore's imports of such products should reach $919 million in 1980.

Twenty-nine exhibitors took part in the show; 25 of them projected sales totaling $2.9 million over the next 12 months.

EXHIBITION IN SINGAPORE—*Richard A. Werner, Marco Products Co., Lexington, Ky., demonstrates his firm's hand-held power "snake" used in cleaning drain pipe.*

DUTCH RECOVERY FIZZLES, BUT U.S. EXPORTS CONTINUE TO GENERATE BIG SURPLUS

Expectations earlier this year for continued recovery of the Dutch economy have not been realized, reports the U.S. Embassy in The Hague. Unemployment increased again this year and inflation at least temporarily revived. For the first time since 1970, the balance of payments on current account will be in deficit, as foreign demand for Dutch exports has proved disappointing. The only indicators sustaining economic expansion in 1977 have been industrial production and business investments. The estimate of real growth of gross national product has been revised downward to a modest 3 percent this year and next. Despite this disappointing economic performance, adds the Embassy, U.S. exports to the Netherlands have continued to climb and prospects for more growth remain good.

Against this background, protracted negotiations are taking place to form a new government. Parliamentary elections last May brought sweeping gains to the socialist Labor Party of Prime Minister den Uyl, strengthened the three centrist parties that joined into one Christian Democratic Appeal and enlarged the conservative, opposition Liberal Party. The political scene contains fewer of the small parties that characterized the politics of the sixties and early seventies, but the continued presence of 11 parties in parliament prevents any one from having the majority needed to govern by itself. Efforts to forge a new coalition are continuing.

Government program for 1978

Since the present government is acting in a caretaker capacity until a new cabinet is sworn in, the budget which it prepared for 1978 contains no policy initiatives, reflecting instead the projections in last year's rolling five-year plan. Record expenditures of 96.2 billion guilders are directed principally against unemployment and inflation. Three billion guilders are to be spent to improve business investment, partly through enactment of the Investment Account Act, a bill that fell victim to the dissolution of parliament last spring, and partly through wage subsidies and a new definition of profits, allowing for inflation, which should save corporations some tax money.

To meet the deficit of 12.5 billion guilders, the government has had to consider ways to raise additional revenues. Since direct increases in taxes and social security contributions could dampen the economy and fuel demands for higher wages, the government opted instead to raise the value-added tax for natural gas, oil and coal from their special rate of 4 percent to the general commodity level of 18 percent effective next Jan. 1 and to increase the excise duty on cigarettes and tobacco. The increases incidentally promote two other social goals: the conservation of energy and the protection of public health. The government expects to meet the remaining 9.6 billion-guilder deficit by going to the capital market and by monetary financing.

It is generally accepted, however, that additional measures will be needed to halt the slide in economic activity and that they cannot await the formation of the new cabinet. The caretaker government is therefore planning special measures to stimulate demand and to control unemployment. Prime Minister den Uyl has indicated that such a reflationary package could amount to 2.5 billion guilders including an across-the-board personal tax reduction, possibly in early spring 1978, amounting to about 250 to 300 guilders per taxpayer.

Good showing for U.S. exports

American exports to the Netherlands continue to climb despite the disappointing performance of the Dutch economy. In 1976, U.S. exports reached $4.65 billion, an increase of more than 12.5 percent over 1975. During the first half of 1977, exports amounted to almost $2.5 billion, an increase of about 15 percent over the same period in 1976. The Netherlands remains the sixth largest market for U.S. exports and the third largest in Europe, and of all U.S. trading partners it has continued to generate the largest trade surplus in favor of the United States, $3.5 billion in 1976.

Export prospects remain good, although Dutch official projections for 1977 and 1978 indicate only modest increases in economic growth. Reflationary government programs are likely to stimulate business investment and attack unemployment problems, thereby stimulating consumer demand. American products in many sectors enjoy an excellent reputation in the Dutch market for quality and advanced technology. In addition, the appreciation of the guilder relative to the dollar makes American products more price competitive. While export opportunities exist, to find them U.S. firms must invest time and resources and be aggressive in marketing. The American exporter should bear in mind that the Dutch importer expects the same service, support, prompt attention to inquiries and access to supplies as domestic U.S. customers.

Among U.S. manufactured goods that are showing sharp gains in the Dutch import market are: gas turbines, statistical and office machines, pumps and centrifuges, mechanical handling machinery and equipment, electronic medical apparatus, electronic tubes, photo and motion picture equipment, medical instruments, and measuring and control instruments.

PROMOTING U.S. PRODUCTS IN NETHERLANDS—*Prospective Dutch buyers check out literature on American products at electronic components show late last year. U.S. exports continue to climb despite the disappointing performance of the Dutch economy.*

Best prospects over the near term are goods exhibiting high technology and equipment and systems that save on labor. Unit labor costs have risen in the Netherlands so that equipment and technology that promote efficiency in production are of interest. The sectors which hold special promise include: production process control instruments, computers and peripheral equipment, electronic calculators, accounting machines and banking equipment, electronic production and test equipment, advanced production machinery in the metal and food processing industries and labor-saving automotive garage equipment.

The energy sector is attractive. Intensified exploration and production of gas and oil should stimulate demand for drilling equipment and provide opportunities for American manufacturers and contractors. Also, technology and equipment involving coal gasification and liquid natural gas will be of interest.

Additional U.S. products in which Dutch importers are interested include: security and safety equipment, equipment for the chemical industry, health care equipment and supplies, and pollution control equipment and instrumentation. Equipment to process chemicals and petrochemicals should do well because these industries are expected to have an annual average growth of 7 percent over the next 10 years.

Sales of U.S. consumer goods have also risen as the Dutch consumer has become more aware of the quality and lower cost of many U.S. products. Among the leaders are cameras, housewares, sporting goods and leisure-time products, consumer durables and consumer electronics and optics. The growing taste for U.S. goods should balance the slower growth in overall consumer demand.

Investment surplus for U.S.

The U.S. continues first among foreign countries investing in the Netherlands, and now the Netherlands is the largest foreign direct investor in the United States. At the end of 1976, the book value of American direct investment in the Netherlands was approximately $3.8 billion. Of this, the petroleum industry accounted for $1.3 billion, manufacturing $1.8 billion (including $600 million in chemicals), machinery $470 million, primary and fabricated metals $170 million and food products $155 million.

At the end of 1976, Dutch direct investment in the United States was estimated at about $6.25 billion (against $4.7 billion at the end of 1974). In that two-year period, Dutch investment in the United States increased by approximately three times that of U.S. investment in the Netherlands. Indications are that Dutch investment in the United States is continuing at a high level.

KOREA'S EXPORT SUCCESS PROMPTS MOVE TOWARD LIBERALIZATION OF IMPORTS

The Republic of Korea has targeted a triple ten for 1977: 10 percent real growth, $10 billion in exports and 10 percent inflation rate. All targets may be met, advises the U.S. Embassy in Seoul, although probably by very narrow margins.

Because of a poor barley harvest, agriculture declined by 7.5 percent in the first half, resulting in an overall real growth rate of 8.6 percent, despite a 10.4 percent gain in other sectors. After a weak first quarter, industrial production rose 5.2 percent, seasonally adjusted, in the second quarter, and the outlook was for continuing gains in the second half. Investment activity is reviving, with large outlays slated for the electric power, chemical, machinery and metal industries. As a result of continued good export growth, up 28 percent in the first nine months, and a strong services sector, the balance of payments outlook is excellent.

Breaking down the barriers

As a result of persistent balance of payments problems during the early years of Korea's economic development, nontariff barriers, including import licensing and advance import deposits, have been used to limit imports. Efforts to promote localization in the production of components and emphasis on "buying Korean" also limit imports.

While such measures were justifiable earlier, recent developments indicate they should be modified. Commodity exports have grown from $882 million in 1970 to $7.8 billion in 1976 and are projected at around $10 billion for this year. For the period 1972-76 exports grew at an annual average rate of 47.2 percent compared with 30 percent for imports. Moreover, as a result of construction activities in the Middle East and elsewhere, service receipts, which increased gradually in the early years of the decade, nearly doubled from $880 million in 1975 to $1.6 billion in 1976 and are estimated at $2.9 billion in 1977. Foreign exchange holdings advanced from $600 million in 1970 to $5.5 billion by mid-1977.

The strengthened balance of payments and rapid inflow of foreign exchange have resulted in problems for the country's money managers. In 1976 the money supply rose by 30.7 percent, and based on current trends it could increase by between 30 and 35 percent in 1977. The principle cause has been the rapid rise in foreign assets. Total foreign assets held by the Central Bank increased from $270 million at the end of 1975 to almost $1.9 billion by mid-1977, a seven-fold increase. This expansion has been the primary source in the increase of the monetary base, and hence the money supply, as loans and discounts and holdings of government securities by the Central Bank have been relatively stable over the past year.

By late spring some officials concluded that import liberalization measures were necessary to counter the growing money supply and concomitant inflationary pressures. A step-by-step, gradual program appears to have been adopted, at least for the time being. In mid-June, the Trade Plan for the second half of 1977 provided for the shift of 22 import items to automatic approval status while restrictions on 14 additional items were eased. The import of spare parts, certain types of machinery and equipment, and goods sold off the floor at trade exhibitions were also liberalized. Among items shifted to automatic approval status were vegetable oils, petroleum products, asphalt, and certain chemicals. Subsequently, on July 1 an additional 24 items were placed on automatic approval, including beef tallow, cotton yarn and some machinery.

At the same time, rates of prior import deposit requirements have been lowered, with new rates ranging from 5 to 100 percent compared with the 5 and 200 percent previously. The list of luxury and nonessential import items was revised, with 19 items dropped, including raw wool, medical instruments, steel wire and zinc ores. In addition, the import ceilings for many items have been lifted.

Altogether, the measures taken have been a positive, though small, step forward. They could result in a net increase of imports of up to $200 million annually. In the meantime, the government is studying further measures, including the liberalization of imports for which domestic prices are higher than import prices by more than 50 percent. However, "infant stage" industries, items subject to localization, and luxury imports would not qualify under the criteria. Moreover, serious obstacles remain before complete import liberalization becomes a fact. These include growing protectionism elsewhere, pressures by local interest groups, increased defense imports and concern that Korea's prosperity may prove ephemeral. Thus, while a trend toward liberalization has been established, it will be a continual struggle for its advocates to maintain the momentum.

With Korea's emphasis on expanding its exports, and with a constant awareness of the need to upgrade the sophistication of its production facilities and, thus, the competitiveness of its products, both the Korean Government and private industry are actively seeking new technology, advanced production machinery, and high quality control and testing instrumentation, the very types of products America is in excellent position to provide.

Korea's Fourth Five-Year Development

Plan offers many opportunities for U.S. exports, e.g., in nuclear, thermal and hydroelectric power plants, in the heavy machinery and machine tool sectors, in expansion of textile and apparel production facilities, and in the communications, electronics and medical equipment markets. The best sales prospects in Korea for U.S. exporters include metalworking and finishing machinery, power generation equipment, construction and mining equipment, process control instrumentation, materials handling equipment, laboratory instrumentation, electronics production and test equipment and components, computers and peripheral equipment, textile and apparel machinery, and medical equipment.

American exporters have many advantages in Korea, not the least being the excellent reputation for quality and advanced technology which their products enjoy. Koreans are comfortable and confident in doing business with U.S. companies. Moreover, Korea is actively seeking to increase its purchases from the United States, as it is running an export surplus with this country. During the course of 1977, Korea will have sent at least three major purchasing missions here, searching for suppliers of a wide variety of goods, services and technology.

American companies, concerned about where to increase their overseas activity, should consider Korea. With the impressive growth Korea has already achieved and its ambitious plans for the next few years, it offers unusual opportunities for exports of a wide range of products and commodities, for investment and licensing of advanced technology, and for supplying engineering and consulting services.

A number of American companies are already operating in Korea, many on a multimillion-dollar scale. Others, visiting there for the first time or for the first time in several years, invariably are impressed by the country's dynamism, the facilities in its fast growing industrial complexes, and its excellent track record in achieving its goals. The targets Korea has set for itself in its current five-year plan are in themselves impressive, and by any standards Korea is a country with one of the fastest growing economies in the world.

French Guiana or Guyana?

The Chamber of Commerce in Cayenne, French Guiana reports that many U.S. exporters are confusing French Guiana with Guyana (former British Guiana) in addressing shipments and correspondence. The Cayenne Chamber requests that U.S. suppliers take pains to ensure that material destined for French Guiana (usually to Cayenne, the capital) not be sent to Guyana, the independent country some 400 miles away.

Iceland's Economy Doing Well Despite Numerous Problems; Consumer Demand Still High

Iceland's economy is showing signs of recovery and consumer demand remains high, according to the U.S. Embassy in Reykjavik. Gross national product, which fell by 2 percent in 1975 and increased some 2 percent in 1976, is growing at a 4-4.5 percent pace this year.

The present government took office three years ago in the midst of a severe economic crisis. As its primary economic goal it set full employment, followed by growth and price stability in order of priority. For domestic political reasons, the goal of full employment has been pursued but at the cost of price stability.

As the government prepares for elections due no later than June 1978, it can point to full employment as a promise kept. Registered unemployed total only about ½ of 1 percent of the workforce, which in a country the size of Iceland amounts to only slightly over 300 people.

To maintain full employment, the Treasury and the Central Bank increased borrowing, particularly from abroad, to help offset an earlier decline in production and to meet rising costs. In 1976, the debt service ratio amounted to about 15 percent of total export revenue, and borrowing continued in 1977. Because of the term structure of Iceland's foreign debt, the service ratio can be expected to rise over the next several years, posing difficulties for economic managers. The Central Bank has warned that borrowing is about to reach the highest level it considers acceptable. However, costs continue to rise as new, potentially inflationary wage settlements are made, and it will be difficult to operate the Icelandic economy at its present level without further borrowing.

Inflation won't stay down

Improved terms of trade, brought about mainly by higher prices for exported marine products, especially on frozen fish sold to the United States, have been a key factor in lowering the inflation rate, which peaked at about 50 percent in 1974. Current estimates indicate that it will run at an annual rate of about 35 percent for 1977. Wage settlements reached in mid-1977 in the private sector and being negotiated with government workers late in the year appear highly inflationary and will again bring severe cost pressures to bear. Thus, the downward trend of the inflation rate over the past two years is likely to be reversed.

The government's 1978 budget placed before Parliament in October anticipated revenue of 27-28 percent of national income, a ratio similar to 1977. Public expenditure is to decline by 5-6 percent by postponing some investment in hydroelectric and geothermal projects. This, the government hopes, will reduce excessive demand in the economy. As introduced, the budget shows a small surplus, but a wage settlement with government employees and modifications before passage may well put the figure in the red.

The mainstay of the economy, the fishing industry, never enjoyed export prices as high as the current ones for most fish products and yet, paradoxically, is in financial trouble. The difficulties involve the freezing plants and are due to higher raw material prices and operating expenses, which are up 50 percent in one year, mostly in the form of higher wages. The industry is seeking government assistance in the form of devaluation of the krona.

The price of cod block in the United States has increased by 80 percent in two years and the market remains strong. In fact, demand for Icelandic fish is outpacing supply.

Iceland's natural energy resources are only now beginning to be tapped for uses other than domestic. Cheap hydroelectric power is supplied to an aluminum plant which is processing alumina from as far away as Australia. Other hydroelectric projects are in progress, but the country has tapped only about 10 percent of its potential in this area. A generating plant using geothermal steam as its power source is now in construction. The Icelanders see these natural sources as an asset for the future in a world short of energy.

Other resources are non-metallic deposits such as diatomite, perlite and pumice. The diatomite is being exploited and the latter two are under study.

Combined imports of goods and services this year should be up more than 4 percent in terms of real prices over 1976. This to a degree will be reflected in higher imports from the United States.

Demand for American automobiles, machinery and consumer goods will rise. Although freight remains high in relation to European rates, there is marked preference for U.S. goods.

Iceland is open to investment from the United States. There is a requirement that foreign investors may hold only minority interest in local companies, and applications for major projects are handled on a case-by-case basis.

A major opportunity exists for U.S. business to participate in Iceland's expansion in the hydroelectric power sector and in the power intensive industries which follow such expansion.

Expanded utilization of geothermal heat will create an opportunity for U.S. suppliers of pipe. Imports of light aircraft have averaged 11-14 per year, with an upward trend.

Additional information on the Icelandic economy is available in OBR 77-57, *Marketing in Iceland*, available for 50¢ from any Commerce District Office.

Kuwait's Speculative Boom Replaced By Sophisticated Approach To Development

In 1977 Kuwait weathered the two-tier oil price system, a slump in its local stock and real estate markets, and serious port congestion without great difficulty. This small Near East nation will remain an important oil producer until well into the next century, according to the U.S. Embassy there, and, with more than $16 billion in development projects planned for the next five years and rising ordinary expenditures, it offers major opportunities for U.S. business.

The "go-go" years in Kuwait were 1974-76, with a new, multi-million dollar project being announced virtually every week, and millions being made in the local stock and real estate markets. For various reasons, including a sharp tightening of credit, the local stock and real estate boom burst in early 1977. At the same time the government, having high-sulfur, high-priced crude to sell under the two-tier price system, revised revenue estimates downward to a predicted oil production level of 1.5 million barrels/day. Bankers and local businessmen continued to complain of the stagnant stock and real estate markets, and of tight money. However, their complaints are more a reflection of excessive past profits (five-fold increases over as many months in share prices, 35 percent per annum return on shareholder's equity in one local bank) than of anything near a local recession.

The fact is that oil-rich Kuwait continues to be a money machine. Despite the two-tier price system, oil production for the first half of 1977 (including Kuwait's share of the partitioned zone), averaged 1.83 million b/d. With increases in the third and fourth quarters, it is likely to average nearly 2 million b/d, resulting in approximately $8.5 billion in oil revenue for the year.

Combined with a conservative prediction of $1.5 billion of investment income and $0.5 billion in service income, this means at least $10.5 billion in government revenue in 1977 and probably more, as the base for investment income is rapidly expanding. Moreover, income from an ambitious, billion-dollar LPG project coming on stream in late 1978 will significantly expand government revenue through the sale of products based on gas presently being flared.

In September, the Government of Kuwait nationalized the last wholly foreign-owned oil company in the country, American Independent Oil Co. (AMINOIL), a small (90,000 b/d) American firm. Kuwait's control of oil production and marketing and the large revenues this generates allows its government to undertake a broad range of ambitious domestic and foreign economic programs.

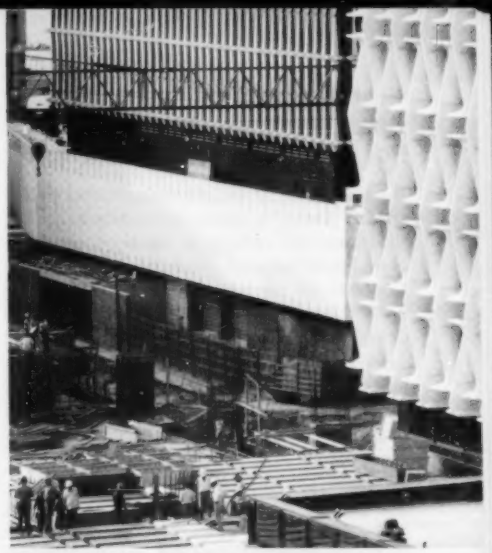
Assuming no increases in oil prices, the government is likely to have a minimum of $55 billion in revenues to dispose of over the next five years. Under the conservative assumption of a 5 percent increase in oil price per year, and modest additions to reserves, revenues in the five-year period would be likely to exceed $65 billion. Assuming, based on past outlays, that Kuwaiti foreign assistance will average $2 billion per year over the next five years, this leaves the government with a total of over $50 billion to spend on domestic development projects and ordinary government expenditure plus foreign investment. The question, currently being debated, is, how much of this should be spent inside Kuwait, and how much invested abroad.

Past speculation by many Kuwaiti businessmen led to a tie-up of their funds in shaky local share ventures and a resultant demand for extension of normal commercial credit to cover letters of credit and other trade-related financing. Inefficient operating practices and lack of warehouse space have contributed to a pile-up of goods at Kuwait's main port of Shuwaikh. Port congestion in Kuwait and the clearance of ports further down the Gulf have led to a decline of traditional reexports from Kuwait.

Only a temporary problem

However, congestion is likely to be only a temporary problem. Use of Korean stevedores and foreign consultancy assistance is improving efficiency at the port and has reduced ship-waiting time. Measures expected to be implemented by the Central Bank will give local banks more flexibility in extending commercial credit while excess stocks are being sold off. Should other Gulf ports remain clear, reexports may not rebound. However, Kuwait's long commercial tradition, the number and experience of its commercial establishments and their relative modernity are likely to permit many of them to continue to play a regional role. Also, the continued growth of imports bound for the expanding Kuwaiti market is apt to balance off any slack in reexports. Finally, the continued slump of the local stock and real estate markets is probably a good sign as this will mean less diversion of capital into speculation and more money available for the sound sectors of Kuwait's economy, such as construction, commerce, services and light industries, and for foreign investment, especially in the Gulf and other Arab countries.

Labor constraints, increasing pollution and debate over economic viability may lead to the deferral of some projects, especially in the petrochemical field, or to transfer of these projects from Kuwait to a foreign location. This does not mean business opportunities for U.S. firms in Kuwait are diminishing. Rather, they are becoming more diverse as Kuwaitis take an increasingly sophisticated approach to investment alternatives.



KUWAITI SCENE—*The economic pace is still lively in this oil-rich Near East nation. Here, construction in the capital city.*

U.S. trade with Kuwait continues to expand rapidly. U.S. exports to Kuwait are likely to top $600 million in 1977, making Kuwait second only to Saudi Arabia as a market for U.S. commercial exports to the Arab world.

Between 1970 and 1974 Kuwait is thought to have contributed about $4 billion to the U.S. balance of payments. After nationalization, remittance of oil company profits from local operations has, of course, ceased, but U.S. exports and Kuwaiti investment in the United States have expanded significantly. In 1976 U.S. exports were double those of 1974. The 1976 net balance of trade with Kuwait was $434 million in our favor.

The continued strength of the American economy makes the United States an increasingly attractive market for Kuwaiti investments. In the past year and a half, Kuwaiti investments in the United States are thought to have increased to a level of $6 billion.

It is true that our trade balance decreased in 1977 as U.S. oil imports rose. Also, significant LPG sales to the United States, beginning in late 1978, may balance out continued increases in U.S. exports to Kuwait. However, expanding Kuwaiti investment in the United States is likely to insure the U.S. a surplus position in our balance of payments with Kuwait.

Kuwait at the end of 1977 is a more subdued place than it was in the years immediately following the OPEC oil price rise. However, its revenues and economy continue to grow and offer major potential markets, not only for more U.S. exports but also for provision of services, both in Kuwait and in other parts of the Arab world and elsewhere where Kuwaiti money is becoming increasingly involved.

High Levels Of Foreign Aid Seen Improving The Setting For U.S. Business In Haiti

Haiti's economy is improving after widespread drought destroyed many crops in the first half of 1977, causing considerable hardship and reducing real growth to about 1.5 percent. Light industrial output declined in March and April when the drought caused electric power shortages.

The economy should grow by about 4-4.5 percent in 1978, according to the U.S. Embassy in Port-Au-Prince, which cites an international relief effort that is assisting drought victims, excellent summer/fall rains, and predictions of favorable fall/winter harvests. Limiting the optimism are an agricultural sector that is not capable of feeding the population and a light industrial sector that continues to grow slowly.

Haiti's balance of trade deficit increased to $101 million in FY1977 (Haiti's fiscal year is Oct. 1-Sept. 30). The balance of payments remained in surplus ($11 million) because transfers by Haitians living overseas increased sharply to more than $80 million and foreign assistance disbursements for public sector investment increased to $59 million. The FY1978 budget of $137 million is 29 percent larger than the FY1977 budget.

The budget remains a poor indicator of government finances as more than 50 percent of fiscal activity is extrabudgetary. Total government expenditures in FY1978 are expected to amount to $225 million. Domestic inflation amounted to about 16 percent in FY1976, dropped to 9 percent in FY1977 and should remain at about the same level in FY1978.

Haiti's economic prospects are improving by virtue of major increases in foreign economic aid from multilateral and bilateral sources. External assistance amounted to about $75 million in FY1977. Multilateral aid donors to Haiti include the World Bank, the United Nations Development Program, the Inter-American Development Bank, and the Organization of American States. Bilateral donors include the United States, France, West Germany, the Republic of China, Canada, and Israel. Development programs carried out with the assistance of both multilateral and bilateral donors span a wide variety of fields, including agriculture, education, public health, transport and energy.

The program of the U.S. Agency for International Development is concentrating on agricultural development and on raising the level of public health and nutrition among Haiti's rural poor.

Increased foreign assistance as outlined above should gradually provide an improved setting for private U.S. participation in Haiti's economic development.

The U.S. share of Haiti's import market remains about 50 percent and is not expected to vary greatly in the next two years. Haiti's proximity to the United States, Haitian familiarity with U.S. products and established distribution channels are the main factors behind the high U.S. share. Concessional financing of food exports under PL 480 will continue to be important.

The limited budgetary resources of the Haitian Government restrict possibilities for direct sales of U.S. goods to the government. The government has no central purchasing agency and most normal purchases are made by the government ministry concerned. Purchases are usually made directly from suppliers or their agents, although competitive bids usually are solicited for larger purchases. Equipment required for the larger, international projects financed by external donors is almost always obtained after seeking competitive proposals.

The best prospects for increased U.S. exports to Haiti in 1978 will be food, building supplies and construction equipment.

Opportunities for profitable investment in Haiti are limited by the general lack of infrastructure, services and resources. American business executives cite electric shortages, unreliable telecommunications, and lack of government services as major impediments. There is some improvement in public administration and institutional framework, but Haiti still has a difficult business climate.

Investment opportunities in agriculture are limited by the restrictive provisions of the land law and acute population pressure on land resources. The supply of low-cost labor (minimum wage is $1.60 per day) will continue to give Haiti a comparative advantage in the light manufacturing and assembly industries. Good air and sea transport to U.S. markets adds to this advantage.

With the exception of the textile industry, prospects for continued expansion of and investment in the assembly industries appear good. Access to the U.S. market for textile products is limited and controlled by a bilateral agreement between the United States and Haiti. Electronic component assembly, manufacture of special furniture products, and other labor-intensive assembly will remain the best investment prospects.

While the Haitian Government is generally receptive to foreign investment, it examines larger investment proposals carefully in light of national interest. Some U.S. investors have had problems in Haiti, usually when relying too much on fine interpretation of contracts. Commercial disputes generally are not referred to courts or formal arbitration. There have been no expropriations of physical assets or of going concerns; private investment in the assembly industries has generally been free to operate under Haiti's legislation which provides limited five-year investment incentives. Insurance for U.S.-owned investments in Haiti is available from the Overseas Private Investment Corporation.

UNLOADING, PORT-AU-PRINCE—*Port facilities are being expanded with help of Inter-American Development Bank loan.*

Return Of Tourists Strengthens Bermuda's Economy, Prompts Heavier Volume Of Imports

Bermuda's tourist-oriented economy has rebounded sharply from its relatively depressed level in 1974 and 1975. The number of visitors was up nearly 10 percent between 1975 and 1976, with a similarly large gain apparent in 1977. These visitors spent nearly 25 percent more money in 1976 than they did in 1975, but the key indicator—number of nights remained—showed a worrying drop (from 5.3 in 1975 to 5.1 in 1976).

This surge has become apparent in other ways, continues the American Consulate General in Hamilton. The money supply is up by over 20 percent—largely a reflection of deposits made in local banks and development companies. The lagging construction industry (which accounts for a disproportionate share of the historically high—although very low by most standards—unemployment rate of 1.5 percent) has been given a boost from new private sector construction, with a future prospect of more gradual improvement due to a proposed government building program. Both airport and harbor import figures show rapid growth in the importation of a broad range of items (appliances, clothing, etc.) for the local market, although

gross tonnage figures are down from historic highs, reflecting the fall in import requirements in such things as gravel and cement.

The economic relationship between the United States and Bermuda was strengthened during the past year. The proportion of imports from the United States increased from 46 to 51 percent, so that the United States now supplies over half of Bermuda's imports. Imports into Bermuda from the United States are usually destined for use by Bermudians, not visiting tourists.

Imports from other nations, such as woolen clothing from the United Kingdom, are usually, but not completely, destined for the tourist trade.

Small but lucrative market

Bermuda, with its population of 55,000, and its Gross National Product of approximately $430 million, provides a small but lucrative market for the American business executive who wishes to promote his export trade. The Bermudian consumer is receptive to new products, and a broad range of existing ones, and has the money with which to buy them. It is a demanding market, however, and requires for success a quality product which is actively and knowledgeably introduced and promoted in the local business community.

The substantial U.S. investment in the Bermudian hotel industry, in addition to the large number of private dwellings owned by U.S. citizens, is the major investment interest of the United States in Bermuda. Clearly, the value of this investment is dependent upon the economic and social well-being of Bermuda itself. This, in turn, is dependent upon the tourist industry, which seems likely to continue both generating its enormous revenues for the island as a whole, and providing reasonably pleasant work for the large numbers of Bermudians engaged in the industry. This industry has the potential to produce handsome revenues for Bermuda for a long time.

A large number of "Exempt Companies" are also American, but they are vulnerable in a way in which tourism is not, because, in this age of tax reform, restrictive changes may occur in the legislation which permits the financial benefits reaped by the overseas operations of these companies. For example, the Internal Revenue Service has issued a decision which substantially alters the ground rules of the U.S. insurance company subsidiaries based in Bermuda. More such changes in existing laws and regulations may follow. Clearly these changes are of substantial importance not only to companies which consider a future move to Bermuda, but also to those companies which are already there and may find their ground rules changed.

Mauritania Begins To Develop With Foreign Aid, Hopes For More Input From U.S. Business

Mauritania, a vast, arid, thinly-populated country on the northern Atlantic coast of Africa, is an excellent example of a dual economy, according to the U.S. Embassy in Nouakchott. More than 75 percent of the population is engaged in the traditional, subsistence agricultural sector, yet contributes less than 25 percent of GDP, while the 25 percent of the population in the modern sector contributes over 75 percent of GDP. Interaction between the two sectors is minimal. For the first 15 years after independence in 1960, the emphasis in development was on industrialization and in particular on the mining industry and related activities. It was only after the devastating Sahelian drought in the early 1970s that Mauritanian decision-makers began to evaluate in earnest the need to develop the rural sector. The results of this change in thinking can be seen in the emphasis of the Third Economic Development Plan (1976-81).

The health of the Mauritanian economy depends on the performance of the mining sector, specifically on the export of iron ore. In 1974 over 70 percent of the country's export earnings came from iron ore. Export volume dropped sharply in 1975 as the effects of the European recession reached Mauritania, although gross revenues remained steady because prices had been determined earlier and were fixed by contract. In 1976 volume increased by over 1,000,000 metric tons to over 9,000,000 m.t., valued at $157 million.

The waters off the Mauritanian coast are said to be some of the richest in fish-life in the world, and fish product exports are Mauritania's second leading source of foreign revenue. In 1976, 21,631 m.t. were exported for a value of $17 million. While the Mauritanians do not exploit this resource directly, they have signed fishing agreements with a number of countries.

In 1976 political events far overshadowed economic issues in Mauritania. It was the "year of reunification" when Mauritania took control of the southern third of what was formerly the Spanish Sahara (Morocco annexed the northern two-thirds). Reunification was not, however, accomplished without cost. The Mauritanian authorities have been forced to contend with a guerilla war launched by the Polisario Front, a group of Saharans fighting to establish an independent state. Mauritanian authorities have declared that the war has not adversely affected the economic development program, in large part due to the extensive financial support provided by their eastern Arab friends. Regular government programs and development activities received, however, less attention and less supervision from senior executives than they had previously, resulting in an inevitable loss of momentum.

Heavy financial support

Since the quadrupling of oil prices in 1973, the Arab oil producers have extended significant amounts of assistance to Mauritania via loans and grants. The petrodollar flow over the past three years is estimated at $300 million. This substantial level of financing is expected to continue and may even expand. In addition, the United States and other Western donor nations have embarked on a large development assistance program for the

HOSPITAL AT NOUAKCHOTT—*The European Development Fund is helping provide health facilities in Mauritania. This center includes provision for the training of staff.*

West African Sahel countries, which include Mauritania.

As a former French colony, Mauritania has traditionally looked to France for technical assistance and France has been its main source of manufactured goods. France remains Mauritania's largest trading partner, but Mauritanians, in both the public and private sector, are increasingly thinking of the United States as a potential source of goods and services. At the same time, American business executives are becoming increasingly interested in providing engineering, construction, and management services to Mauritanian Government agencies, to government corporations, and to the private sector.

For the moment, there are relatively few attractive investment prospects in Mauritania for American firms. There are two American firms working in the country, one performing aircraft maintenance for the national airline, the other completing the construction of a sugar refinery. There is virtually no U.S. private investment in Mauritania.

The two most attractive prospects for U.S. business are the sale of heavy equipment, either for use in the mining industry or construction activities, and the sale of technical or managerial expertise.

Mauritanians have on a number of occasions expressed a desire to see American firms involved in the fishing sector, but despite the proven richness of Mauritanian waters, American companies have displayed little interest. If a proposed program to expand the Mauritanian fishing industry is carried out, there will be opportunities for U.S. firms to sell the wide range of equipment needed to outfit a Mauritanian fleet. Marine research organizations may also find opportunities to contract to investigate the quantity and types of marine life which exist in Mauritanian waters.

A fourth potential area of interest for U.S. business is mineral exploration. There are a number of companies doing mineral research in Mauritania, prospecting for uranium, phosphate, and additional deposits of iron and copper. In addition, an international consortium (including Phillips Petroleum and Getty Oil) has signed a deep-water offshore oil exploration agreement.

The Mauritanian market for consumer goods is very small and is geared to servicing the foreign technicians, business and diplomatic communities and the Mauritanian families whose education, experience and profession place them in the modern sector. The consumer goods market is therefore dominated by European items. It would appear that without significant expansion of the modern sector and substantial growth in the consumer market, American firms will be unable to make much headway in consumer goods sales.

Calendar For World Traders

Dec. 6—Memphis—Schedule B Workshop, Chamber of Commerce.

Dec. 7—Stamford, Conn.—Forum for World Affairs meeting. Alan Reich, Deputy Asst. Secretary of Commerce for East-West Trade, will discuss Trade and Investment with the Communist Economies—Potentials and Pitfalls.

Dec. 7—Cleveland—World Trade Assn. seminar: Exporting—An Opportunity For All, Cleveland Plaza. Information: 216-621-3300.

Dec. 8—New York—Overseas Automotive Club meeting, Summit Hotel. Gerald E. Barsdorf, President, Dubars Int'l Corp., will present A Businessman's View of the Middle East situation. Reservations: 212-725-1700.

Dec. 8—Chicago—International Trade Club program on Eximbank and FCIA: Working Together to Expand Exports, Hilton. Speakers: John L. Moore, Chairman, Export-Import Bank, and Robert A. Keenan, President, Foreign Credit Insurance Assn. Call 312-341-9021.

Dec. 12—Houston—Arab-American Chamber of Commerce meeting. Commerce speaker: Stanley Marcuss, Deputy Asst. Secretary for Domestic Commerce.

Dec. 13—Memphis—World Trade Club meeting, Southwestern University.

Dec. 13—Louisville—Kentuckiana World Commerce Council meeting, Holiday Inn.

Dec. 14—New York—FCIB Book Exporters Credit Group Annual & Christmas meeting, Summit Hotel.

Dec. 15—New York—FCIB Drug, Chemical & Food Export Club Christmas meeting, Summit Hotel.

Dec. 20—New York—FCIB Hardware-Automotive & Allied Trades Group Christmas meeting, Summit Hotel.

INTERNATIONAL BUSINESS REPORTS

Trade Preferences for Developing Countries. By Tracy Murray. Published by Halsted Press. 172pp. $17.75.

Traces the evolution of the concept of preferential tariff treatment for developing country exports. Part I examines the trade problems of developing countries and early efforts to negotiate improved access to developed-country markets. Part II studies the actual provisions governing the system of preferential tariffs. The third part relates the Generalized System of Preferences to other events in the international community.

Write: John Wiley & Sons, Inc., One Wiley Drive, Somerset, N.J. 08873.

Market Research in India for Avionics and Aviation Support Equipment. Prepared by the Bureau of International Commerce. $10.

Based on market research recently conducted by the U.S. Consulate in Bombay, this survey indicates that the Indian aviation industry will grow by about 20 percent annually. U.S. firms supply about 75 percent of the avionics imported by India and 50 percent of the aviation ground support equipment. According to the survey, passenger traffic will double by 1988 and the Indian Government has drawn up plans to expand and modernize its international and domestic airports. Includes an end-user analysis, product categories which have the highest sales potential, prospective customers, potential agents and other useful marketing information.

Write: National Technical Information Service, U.S. Department of Commerce, P.O. Box 1553, Springfield, Va. 22151. Specify DIB No. 77-11-502.

Indonesia Development News. To be published six times a year by Indonesia's new National Development Information Office. Free.

Newsletter designed to provide information about Indonesia's development efforts, business climate and economic progress, both planned and under way.

Write: Terence Billing, Hill and Knowlton, Inc., 633 Third Ave., New York, N.Y. 10017.

American Subsidiaries of German Firms. Tenth edition. Published by German American Chamber of Commerce, Inc. $30 (New York orders add 8 percent tax).

Listing of 602 firms and branches, including: name, address and telephone number of American firm; name and address of German parent company; percentage of German participation; coded description of how subsidiary operates and brief list of products or services offered. Also includes name of top resident officials in the United States.

Write: German American Chamber of Commerce, Inc., 666 Fifth Ave., New York, N.Y. 10019.

FAO Production Yearbook 1976. Volume 30, 1977. 296pp. $15.

This latest issue of the UN Food and Agriculture Organization's standard reference annual contains data on important aspects of world production in food and agriculture.

Write: UNIPUB, Box 433, Murray Hill Station, New York, N.Y. 10016.

Worldwide Business Opportunities

International trade specialists in the Department of Commerce and Foreign Service Officers in the U.S. Embassies and Consulates around the world are continually developing specific commercial opportunities through which American companies can find buyers, agents, partners or investors abroad. One of the major means for communicating these opportunities promptly and accurately to the U.S. business community is through the columns of this magazine.

The section that follows presents details about upcoming trade exhibits and trade missions, licensing and joint venture proposals, opportunities to sell to foreign enterprises, and details on major construction and expansion projects.

U.S. Promotions Abroad

For more facts on these and other U.S. exhibitions write: Director, Office of International Marketing, Rm. 4015, U.S. Department of Commerce, Washington, D.C. 20230. For trade missions: Rm. 6051, U.S. Department of Commerce, Washington, D.C. 20230.

International Housewares Fair, Cologne. Feb. 16-19. Conservative estimates put total houseware market in countries of Western Europe (expanded European Community, as well as Austria, Switzerland, Sweden, Norway and Finland) at $10 billion annually. Products to be exhibited at American Pavilion include: domestic machines and appliances, kitchen utensils, household and cleaning aids, incidental furniture and wicker articles, cutlery and flatware, fine metalwares and tableware articles, gift items and arts and crafts. Loretta Allison, 202-377-2905.

U.S. Building Products & Construction Equipment Catalog Exhibition. Brussels. Feb. 17-26. U.S. exports of building products and construction equipment to Belgium rose from less than $32 million in 1972 to over $74 million in 1974. Demand should continue to grow for American-made products with a reputation for technological superiority, and for home improvement merchandise such as air-conditioning equipment, electric lighting fixtures, portable power tools, and some specialized miscellaneous items. Catalog Exhibition Section, 202-377-3973.

Avionics and Aviation Ground Support Equipment Exhibition and Seminar. U.S. International Marketing Center, Singapore. Feb. 20-24. As a major commercial, banking and tourist center in Asia, Singapore must constantly expand and upgrade her airport facilities, and capabilities. Passenger traffic is projected to reach ten million by 1982, a growth of 163 percent; freight traffic is expected to increase 374 percent. New international airport is being constructed at Changi costing $528 million. George Paine, 202-377-2471.

Cardiovascular Research Seminar/Exhibit. U.S. Commercial Office, Moscow. Feb. 20-24. The Soviet Union plans to build 20 new cardiological centers during the next four years. Showpiece will be in Moscow. Reportedly, $5 million is to be spent for basic equipment. Jim Robb, 202-377-4810.

Mining and Heavy Construction Equipment Exhibition. U.S. Trade Center, Mexico City (off-site). Feb. 21-24. Mexico plans to double the production of many essential ores such as iron, copper, fluorite, and coal between 1977 and 1981. Government will complete or initiate construction on at least 10 earth-filled dams and hydroelectric projects within the next six years. Additional government plans call for initiation and completion of numerous highways and roads. To implement these plans, Mexico is expected to import almost $2.6 billion worth of mining and heavy construction equipment between 1977 and 1981. U.S. manufacturers, the suppliers of choice, will supply at least 70 percent. Mary R. Wiening, 202-377-2313.

Mining Equipment Seminar Mission to Morocco, Tunisia, Egypt. Feb. 25-March 10. Good markets exist in Morocco for shovel loaders, compressors, bulldozers, heavy-duty trucks, earthmoving equipment and related accessories. Small and medium-sized processing equipment is of special interest to Moroccan mining firms. In addition to its expanding phosphate production, Morocco is investing heavily in the exploitation of other minerals such as copper, lead, zinc and salt. Tunisia faces an urgent need to mechanize and automate its mines. A strong market exists for equipment used in both open pit and under-ground mining. Market prospects are particularly good in Egypt for substantial amounts of mining equipment needed to replace outdated and worn-out equipment. Phosphates, iron ore and salt are Egypt's most important minerals, which it is now beginning to produce in increasing quantities. Geoffrey H. Walser, 202-377-2973.

U.S. Building Products & Construction Equipment Catalog Exhibition. Rotterdam. Feb. 28-March 3. Building and construction is one of the Netherland's major industries. During the period 1972-76 U.S. exports to the Netherlands of building products and construction equipment increased 100 and 155 percent, respectively, totaling nearly $100 million in 1976. Although a 2 percent decrease in annual construction of housing units is expected by 1980 (to 104,000 units), a 25 percent increase in renovation is expected in the same period. Heavy construction of waterworks and roads is expected to continue through 1980. Because building products and construction equipment are marketed generally in the Netherlands through distributors and manufacturer's agents, this catalog exhibition should be especially valuable to U.S. manufacturers of this equipment. Catalog Exhibitions Section, 202-377-3973.

Machinery and Systems for Concrete Building Construction Seminar Mission, to Nigeria and Sudan. March. Construction in Nigeria is primarily concrete block or reinforced concrete. Total 1974 consumption of cement was 3.2 million metric tons. By 1980, consumption has been projected to reach 6.5 million m.t., an increase of 103 percent in six years. The building construction industry in Nigeria is expected to grow at an annual rate of 32 percent through 1980. The Sudanese Six-Year Development Plan is reportedly allocating $1 billion for housing and public utilities construction from an influx of public and private Arab capital. The lack of local manufacturing facilities and equipment assures that this $1 billion investment will result in substantial export opportunities for U.S. suppliers. Geoffrey H. Walser, 202-377-2973.

U.S. Food Processing & Packaging Equipment Trade Mission. Australia, New Zealand, Philippines. March. Australia, one of the world's major food producers and exporters, offers excellent immediate opportunities for U.S. FPP equipment manufacturers and suppliers. This market is forecast to climb an average rate of 10 percent annually from $100 million in 1975 to more than $145 million by 1979. In both the Philippines and New Zealand, government industrial development programs have placed high priorities on the food processing, packaging and agriculture sectors. U.S. equipment is highly favored by local end-users because of its high quality and performance, and availability of parts and service. Julian Hammond, 202-377-4918.

Food Processing and Packaging Equipment Exhibition. U.S. Trade Center, Tehran. March 5-9. The Iranian processed foods industry is projected to grow 12 percent annually through 1980. Growing consumer acceptance of processed foods and various government programs designed to promote processed food production insure a growing market for food processing and packaging equipment. Iranian imports of this equipment are expected to reach $183 million by 1980. Domestic Iranian industry will be able to supply only 5 percent of requirements. Bill Monroe, 202-377-2952.

Health Care Equipment Exhibition. U.S. Trade Center, Sao Paulo. March 6-10. Demand for medical equipment in Brazil, which approached a level of $80 million in 1975, is forecast to exceed $146 million in 1980. From 1971 through 1975, medical equipment purchases increased at an average annual rate of 30 percent. This rapid growth was attributed to the availability of special federal funds for investment in health care; the modernization of private health facilities, stimulated by the expansion of social security health service contracts to private institutions; and the efforts of prominent physicians to improve medical equipment used in their institutions. G. Lincoln McCurdy, 202-377-5427.

Materials Handling Business Development Office. Leipzig Spring Fair, German Democratic Republic. March 12-19. The GDR is currently making a determined effort to expand the role of material handling equipment in its economy. Catalogs featuring U.S.-manufactured materials handling equipment and supplies can provide an excellent way to advertise your products and establish or generate sales in the growing GDR material handling field. Put them to work for you, advises Reginald Beckham, 202-377-2801.

Safety and Security Equipment Exhibition. U.S. Trade Center, Stockholm. March 14-17. Market research just conducted shows expanding demand for equipment and systems in the safety and security areas in Sweden, Norway, Denmark and Finland. Rising crime and fire rates in Sweden are expected to lead to a 46 percent market expansion to $125 million by 1980. Nearly $36 million of that market will be supplied by imports, about 29 percent of total consumption. U.S. suppliers are very competitive in the following areas: fire and burglar alarm systems, alarm system components, access control systems and sprinkler systems. Contact Jim Price, 202-377-3276.

"Printemps Informatique"—Computers & Related Equipment Exhibition. U.S. Trade Center, Paris. March 14-17. Market research recently conducted in France has spotlighted excellent sales opportunities for American manufacturers and suppliers of computers and peripheral equipment. Imports are projected to rise above the $1 billion mark by 1980, to represent about 47 percent of the total French market. American manufacturers hold a commanding 80 percent share of the installed mainframe computer base in France. Looking to the future, minicomputers are the fastest growing segment of French EDP purchases. George Ruffner, 202-377-5381.

Automated Business and Banking Equipment Exhibition. U.S. Regional Trade Center, Singapore. March 27-31. Recent market research indicates a healthy demand for business equipment and systems in Singapore over the next few years. To maintain its present role as the commercial and financial center of the South-East Asia region, greater operational efficiency must be achieved through acquisition of increasingly sophisticated and automated equipment and systems. Among products identified as having highest sales potential are minicomputers for accounting purposes, microfilm cameras, processors and duplicators, microfilm storage and retrieval systems, plain paper copiers and duplicators, hand-held calculators with five or more functions, bank teller terminals, coin sorting and counting machines, bank proof and encoding machines, dictation/transcribing machines for decentralized systems. Sales to Singapore are expected to rise from $38.7 million in 1976 to $90.6 million by 1982. Contact George I. Middleton, 202-377-2471.

Microwave Components and Instrumentation. U.S. Trade Center, Tokyo. March 27-31. The Japanese market for this equipment is projected to grow at an annual rate in excess of 15 percent from 1976-80. The market centers upon research and development uses, prototype projects, and incorporation in systems for export. Also, advanced test equipment has excellent market potential, as U.S. equipment is highly regarded and there are few restrictions on its uses for systems and process controls. Mara Yachnin, 202-377-4383.

Printing and Graphic Arts Equipment Exhibition. U.S. Trade Center, Milan. March 28-31. Conditions in the Italian graphic industries equipment market now favor increased penetration by American manufacturers. A new push for modernization and rationalization is projected to result in a 9 percent jump in equipment purchases this year. Moreover, the increasing strength of the Italian economy, the stability of the lira, and the recent upward shifts in the value of the German and Swiss currencies make Italy a very attractive market for U.S. manufacturers. George Ruffner, 202-377-4384.

Health Care and Medical Equipment Catalog Exhibition. Salzburg, Austria. March 31-April 3. Austria is almost completely dependent upon imports for its biomedical equipment. Although West German companies more or less dominate the Austrian market, there is an increasing demand for sophisticated equipment from U.S. firms. There has been a nationwide fund drive for cancer research and for institutions for cancer diagnosis and therapy. There presently are more than 300 hospitals in Austria. The Federal Ministry of Public Health and Environmental Protection has an estimated budget in 1977 of $109 million, including contributions for construction of hospitals. Actual expenditures in 1975 amounted to $103 million. Call Catalog Exhibitions Section, 202-377-3973.

Pollution Control Equipment Exhibition. U.S. Trade Centers, London, April 3-6, and Paris, April 11-14. Recent research indicates demand for U.S. pollution control equipment and instrumentation is higher than ever. Both governments have tightened pollution control standards with more to come in the near future. Combined present consumption of pollution control equipment of $628 million is estimated to grow to $900 million by 1980. The United States alone accounted for 25 percent of imports in both markets. The forecast rate of growth of U.S. exports to the United Kingdom and France over the next 3 years is estimated at 17 percent per year. Of significant importance is that overall investment in all types of pollution control equipment and instrumentation will increase slightly faster than industrial investment, due to increased public, government and industrial concern with quality of the environment. Call Robert Connan, 202-377-3465.

Electrical Energy Systems and Equipment Solo Exhibition. Caracas. April 3-8. Especially designed as a showcase for U.S. equipment and technology in the field of electrical energy. The Venezuelan Government's "Plan V," covering 1976-80, designates electrical energy as an area of highest priority for capital investment. Market research by the U.S. Department of Commerce indicates that demand for electrical energy in Venezuela is increasing at a 12 percent annual rate. Venezuela's "Plan V" programs $3 billion for investment in electrical energy systems during the five-year period. Don T. Mathes, 202-377-3957.

Printing and Graphic Arts Catalog Exhibition. New Delhi, Bombay, Calcutta and Madras. April 3-14. The market for printing and graphic arts equipment is expected to grow at an average rate of 90 percent annually between 1977 and 1982, according to estimates based on market research in India. Imports of equipment in this product category are expected to reach $30 million in 1981. Emphasis is being placed on improved quality and efficiency, particularly for printed packaging, promotional materials, commercial stationery and trade literature. India's improved foreign exchange reserves and liberalized import control policies provide a unique marketing opportunity for U.S. exporters. Catalog Exhibitions Section, 202-377-3973.

Pulp and Paper Production Equipment. U.S. Trade Center, Stockholm. April 4-7. Off-site participation in SPCI 78, sponsored by the Swedish Assn. of Pulp and Paper Engineers in conjunction with sister organizations in Finland, Norway and Denmark. In Sweden, the market for pulp/papermaking equipment rose from $114 million in 1974 to $164 million in 1976 and is expected to reach $252 million in 1979. Imports doubled from 1974 to $120 million in 1976 and are projected to expand 80 percent to $216 million by 1979. U.S. suppliers are strong in the areas of process controls, computers and pollution equipment. Contact William Beiring, 202-377-3276.

Electronics Industry Production Machinery, Test Instrumentation and Special Materials Exhibition. U.S. Trade Center, Taipei. April 10-14. Market research on the above equipment shows the market in 1976 was US$133 million, with projections of $144 million for 1978 and $162 million for 1980. Imports were $65 million, $78 million and $94 million, respectively. The United States is the single major source for these products, accounting for 47 percent of imports in 1976. Market research and basic summary available. Contact Joseph Burke, 202-377-5402.

New Technology for Land Reclamation Seminar/Exhibit. U.S. Commercial Office, Moscow. April 17-21. Beginning with the Ninth Five-Year Plan period (1971-75) the Soviet Union has pursued a program of comprehensive land reclamation in both the boggy areas of the Russian Republic and arid areas of the southern republics. There is an acute need for irrigation and drainage technology in the USSR. Soviet planners have expressed interest and preference for American technology for remote sensing of water sources; drainage technology; satellite identification of geophysical characteristics; application of solar and wind energy to land reclamation; use of soft, high-strength materials in hydrological construction; technology for highly durable pipe systems used in soil irrigation; organization and execution of soil preparation. Call Jim Robb or Edgar Fulton, 202-377-4810.

Analytica '78. Munich Fairground. April 18-22. Analytica, held in conjunction with the European Conference, "Biochemische Analytik," is considered to be the most important European communication center for biochemical and instrumental analysis. Held every two years since 1968, it has developed into an outstanding forum for the exchange of technical information between those engaged in research and production and users in research, education and industry. Don Schmadel, 202-377-2920.

Industrial Process Control Instrumentation Exhibition. U.S. Trade Center, Tokyo. April 24-28. Carefully researched projections of the Japanese market for industrial process control instrumentation indicate consumption in 1978 of $520.6 million with imports of $26.6 million, of which the U.S. share is estimated to be 87.2 percent or $23.2 million. Continued growth is indicated for electric/electronic, non-electric/non-electronic process control instrumentation and automatic control and regulator valves. Best sales prospects will be for electric and electronic instruments with applications in following industry sectors: industrial organic chemicals manufacturing; blast furnaces and basic steel mills; electricity generation and distribution; and water supply. Cantwell Walsh, 202-377-4399.

Packaging and Food Processing Equipment Exhibition and Seminar. U.S. Trade Center, Mexico City. April 25-28. Promotion campaign aims to attract the most highly qualified buyers, agents and representatives. U.S. sales are expected to exceed $300 million in the next three years. A market survey summary is available, outlining the best sales potential for U.S.

companies in Mexico and other information about Mexican industry. Contact Charles Cummings, 202-377-4463.

"Construction USA '78", U.S. Trade Center, Taipei. May 1-5. The Republic of China (Taiwan) is experiencing a construction boom which should continue into the next decade. Its consumption of heavy construction machinery equipment, $147.7 million in 1976 and expected to reach $335 million by 1982, should accelerate as the 72 major infrastructure projects announced in the latest Six-Year Plan are implemented. The government has recently called for direct sourcing of capital equipment in the construction equipment field, from U.S. suppliers in many instances. Nearly 200,000 new dwellings are required. the tall building ban has been lifted and a new 25-story World Trade Center Tower will be built as soon as operations are shifted from the present airport to the massive new Taoyuan International Airport west of Taipei in early 1978. Several large Taiwan construction contractors are acquiring valuable contracts in other markets. Contact Dave Horridge, 202-377-3399 or 4961.

EDP/USA '78—U.S. Trade Center, Milan. May 9-13. The only computer-related exhibition to be held in Italy during 1978, and considered the single most important EDP exhibition in Southern Europe. The Italian EDP market is forecast to double by 1980, reaching a value of $800 million. Imports in this same time period will show a similar growth, and U.S. firms will control the lion's share of this important market. Equipment and services with highest sales forecasts are mini-micro computers along with small systems, all forms of traditional peripheral equipment, data communications equipment, leasing of expensive systems and trained EDP manpower. Contact Bill McClure, 202-377-4975.

Geophysical Exploration Technical Sales Seminar. Moscow. May 10-19. Companies interested in participating in this seminar in Moscow and one other USSR city contact Tony Bilecky, 202-377-3376.

Aviation Equipment Exhibition, U.S. Trade Center, Sao Paulo. May 15-19. The market in Brazil for airborne avionics is projected to reach $17.8 million by 1979, and the market for ground-based avionics $9.6 million. Imports account for 90 percent of airborne avionics sales and 95 percent for ground-based avionics. Equipment with highest sales potential includes airborne communications, navigation, and flight instrumentation equipment; airborne and ground-based radar; ground-based navigation, approach, and landing aids; and airport support equipment. Demand for avionics and airport support equipment should continue to increase as a result of planned airport modernization and construction, growth of the civil aviation fleet, and passage of government regulations concerning mandatory use of transponders in radar control environment and proposed permission for single-engine IFR flights. Sam Dhir, 202-377-5427.

Luxury Consumer Goods and Sporting Equipment. Caracas. May 15-20. The Venezuelan market for luxury consumer goods is expected to grow at an average annual rate of more than 30 percent through 1979, which will boost sales to over $200 million. Demand is a result of a long splurge by consumers, who are spending record petroleum revenues on prestigious American consumer goods. The Venezuelan demand for luxury consumer goods has led to a market share of 60 percent for U.S. products in this category. Tom Jacka, 202-377-4832.

Laboratory Instruments Exhibition. Kuala Lumpur. May 29-June 2. This is the next regional fair scheduled in the Department of Commerce's ASEAN export promotion drive. Capitalizing on a regional market approach, the promotion campaign for this event is targeted toward countries noted for their growth potential and technology/quality consciousness. Scientific and industrial analytical instrument import figures for Singapore, Malaysia and Indonesia alone totaled over $85 million in 1976 and are expected to increase at an impressive rate over the next several years. To increase your market share, to introduce your products and/or to locate representation, plan to participate by contacting J. Lee Barnes, 202-377-3893.

Industrial and Commercial Security Equipment. U.S. Trade Center, Paris. May 30-June 2. The market for this equipment in France continues to grow. Government-supported anti-burglary campaigns and dramatic insurance premium discounts provide additional incentive for the installation of both fire and theft detection equipment and systems. Robert Wallace, 202-377-3748.

Warehousing Systems Exhibition. U.S. Trade Center, Tehran. June 4-8. The Iranian Government is committed to an intensive program of expanding and providing new warehousing facilities to accommodate the large quantities of imported capital goods. Excellent opportunities exist for American firms in the areas of warehousing equipment, fire protection systems, material handling equipment, and property protection equipment. The market for warehousing systems in 1978 is estimated to be $150 million, with growth expected to be $200 million by 1980. Call Rogers L. Brackeen, 202-377-2952.

Industrial Process Control Instrumentation Exhibition. U.S. Trade Center, London. June 5-9. The U.K. market for process control instrumentation was valued at $500 million in 1976 and is projected to be $800 million by 1982. Availability of high quality crude oil from the North Sea is spurring ambitious plans for a huge petrochemical industry in the U.K. This opens many opportunities, since U.S. firms are highly regarded for technological ability and sophisticated equipment, especially in areas of natural gas liquids production, petroleum refineries, plastics and synthetics, drug manufacturing, paint manufacturing, organic chemicals, primary metals and electricity generation and distribution. Bill Flanagan, 202-377-3459.

Electronic Components Exhibition. U.S. Trade Center, Sao Paulo. June 5-9. The Brazilian market for electronic components, including electron tubes, passive components and semiconductors, has shown continuous expansion during the past 10 years. The average annual rate of growth through 1980 is projected at 9 percent, with a total market of $582 million in 1980. The U.S. share of the import market is expected to reach 58 percent in 1980, an increase of 10.4 percent over 1976. Best sales prospects for U.S. manufacturers of electronic components include glass, vitreous enamel, ceramic and variable capacitors; device sockets and socket panel connectors; delay lines; two-layer printed circuits; discrete and multidigit light-emitting diode readout devices; fractional HP motors; bipolar small signal transistors; R.F. microwave power transistors; rectifiers; thyristors; optoelectronics; digital bipolar memory; linear amplifiers; voltage regulators and references; and digital MOS. Annette V. Napper, 202-377-5427.

Metal Finishing & Surface Treatment Equipment and Supplies Exhibition. U.S. Trade Center, Milan. June 6-9. Conditions in the Italian metal finishing market now favor increased penetration by American manufacturers of metal finishing and surface treatment equipment and supplies. A new push for modernization and cost reduction through installation of labor saving equipment is projected to result in a 28 percent jump in U.S. metal finishing and surface treatment equipment exports to Italy by 1981. Moreover, the recent rebound of the Italian economy, the stability of the lira, the termination of both the import deposit policy and the foreign exchange purchase tax, and the recent upward shifts in the value of the West German and Swiss currencies make Italy a very competitive market for U.S. producers. In 1976, imports of subject U.S. equipment totaled $4.75 million, amounting to some 15 percent of Italian imports. U.S. sales were up in the categories of painting preparation and painting equipment ($1.44 million), polishing equipment ($1.38 million) and cleaning equipment ($0.96 million). Forecasts for future U.S. sales are very favorable, with totals projected to reach $6.08 million by 1981. U.S. materials and supplies sales appear very favorable and offer an excellent potential for future growth. For further information and a detailed description of the market, call C. E. Walls, 202-377-3462.

Printing and Graphic Arts Equipment. Caracas. June 26-July 1. Venezuela's market for graphic industries equipment is expanding vigorously, and is projected to top $54 million a year by 1981. The government, in an attempt to deploy the fruits of the oil boom, is strengthening and diversifying the economy. Business and government are both becoming more document-conscious, and improved living standards are generating new interest in reading matter and product packaging. The printing industry will increase its investment in equipment by an average of 11 percent annually from $35 million in 1977, to meet the rapidly growing demand. The last four U.S. trade fairs in Venezuela were oversubscribed. Space can be assured by pre-registration with Hans J. Amrhein, 202-377-2332/2995.

Packaging Equipment Exhibition. U.S. Trade Center, Taipei. July 10-14. Due to the large volume of exports by Taiwan, there is competition to improve the appearance, safety and durability of products. This trend will cause imports of packaging equipment to increase, in the next three years by 40 percent compared with 1976. Market size in 1976 was US$5.9 million with projections of $7.2 million for 1978 and $8.4 million for 1980. Market research and basic summary available from Joseph Burke, 202-377-4961 or 5402.

Leisuretime U.S.A. Exhibition. U.S. Trade Center, Tokyo. Aug. 28-Sept. 1. Japan, with a population of 113 million and a per capita GNP of $4,900, is the largest overseas U.S. market. Japan accounts for approximately 8 percent of total U.S. exports of leisuretime products included in this theme. Accelerating trends of a five-day workweek and increasing disposable income favor promotion of leisuretime goods. Theme products include: golf equipment, fishing rods, reels and tackles, hand-held power tools, tennis rackets and balls, snow and water skis, baseball, football, basketball, volleyball, ice hockey equipment, motion picture cameras, projectors and screens, musical instruments, and related others. Irwin D. Nathanson, 202-377-4390.

Farnborough International 78. Farnborough, England. Sept. 3-10. The prestigious Farnborough Air Show and Flying Display will be the largest international air show held in 1978. The U.S. Department of Commerce is sponsoring an exhibition of American manufacturers and service organizations there for the third time since the event became international in 1974. The U.S. exhibition in 1976 drew visitors from 39 nations. The market for aircraft and aviation equipment including avionics in the EEC and Middle East is expected to total over $6 billion in 1979. British consumption of ground support and avionics equipment is projected to reach $205 million in 1979, of which imports may total $150 million. Twin-engine aircraft sales are expected to grow by 15 percent. A steady increase in light helicopter sales is also projected through 1979. A wide range of avionics and aviation equipment are indicated as best sales prospects, including aircraft engines and parts, air traffic control systems and components, airport surface detection and components, noise monitoring and specialized test equipment, engineering rig instrumentation, computerized security, passenger and baggage surveillance equipment, passenger information and communication equipment, navigational equipment, electronic search and detection equipment, aircraft and aircraft support equipment, aerospace metals and materials. James LeFeaver, 202-377-4104.

Chemical/Petrochemical Processing and Equipment. Leipzig Fall Fair, Sept. 3-10. GDR government planners have placed special emphasis on the rapidly expanding chemical/petrochemical industries. The current five-year plan, 1976-80, calls for an increase in crude oil processing capacity from 17 million tons in 1976 to 23 million tons in 1980 and for the production of more chemical feedstocks. Annual production of plastics, especially low and high-density polyethylenes and polyurethanes, will reach 930,000 tons by 1980. The output of synthetic fibers is planned to hit 140,000 tons per year by the end of the plan. A new acrylic fiber plant is planned. The plan calls for increased production of nitrogen, phosphate, and calcium fertilizers. New chlorine plants are slated to supply domestic plastics and export markets. Production of pharmaceuticals is to rise by 65 percent. The outlook for other chemicals and downstream petrochemicals industries is also one of accelerated development. Reginald Beckham, 202-377-2801.

Nuclear Industry Exhibition, NUCLEX 78. Basel, Switzerland. Oct. 3-7. Held every 3 years, NUCLEX is a prestigious international event in which the majority of the significant suppliers of nuclear equipment and services throughout the world participate. It attracts more than 12,000 professional and trade visitors from all European countries and from most countries outside Europe. In Europe and the Middle East alone, there are now 84 nuclear power plants in operation, 68 under construction, 31 additional ordered, and an estimated 65 planned for construction in 1978-83. NUCLEX encompasses all nuclear related equipment, including instrumentation for research and operations, reactors and power generating equipment and hardware of all types, waste solidification and water and air treatment, process controls and automation equipment, fuels and materials, computers for nuclear applications, and all services concerned with nuclear planning, siting, construction, transportation and monitoring. Herbert H. Lindstrom, 202-377-2795.

Licensing, Investment Abroad

1099—KOREA—Seeks U.S. joint venture partner with technology and equipment to mine **titanium rutile** and concentrate it to 90-96%. Production target is 30 t./day and investment required is estimated at $300,000 in facilities and equipment. Mine area, about one hour from Seoul, is estimated to contain 10 million tons of ore; rock samples have an indicated concentration of 44 percent. Road conditions are good and Port of Inchon is easily accessible for shipping. Korean firm proposes to supply mining rights, labor and some capital as its share of the joint venture. Son Yung Choi, V. Pres., Hansy Textile Co., Seodamoon P.O. Box 1, Seoul. Cable: HANVANT; telephone, 776-0441. P-771042. OPIC.

1411—NIGERIA—Seeks technical know-how and equity participation in **granite rock quarry** venture in Oyo State. Site has been located and feasibility study completed. Technical partner should take no more than 40% equity. F. Oladipo Onipede, Mng. Dir., Traction & Co., P.O. Box 3365, Lagos. P-771043. OPIC.

1500, 1600, 1700, 8911—SAUDI ARABIA—Firm seeks joint venture with U.S. firm or consortium of firms not presently in Saudi Arabia to **build new municipal community** in Jidda. Contact with engineering, architectural and construction groups is desired as soon as possible. Hussein Fagih, Pres., Ghalib Int'l Establishment, P.O. 3295. Jidda. Telephone, 28470; cable, TONTON. Duplicate copies of correspondence should be sent to U.S. Embassy, Commercial Section, APO New York 09697. P-771044. OPIC.

2035 — COSTA RICA — Well established manufacturer of food products interested in licensing arrangement to produce **mayonnaise, mustard and other condiments.** Company recently invested in new plant and equipment which it wants to use at full capacity. Firm also owns two supermarkets. Jose Francisco Salos R., Gerente Administrativo, Industrias Salva, Ltda., Aptdo. 52, Heredia. Telephone: 37-01-94 or 37-07-13. WTDR. P-771037. OPIC.

2082—NIGERIA—Firm seeks U.S. joint venture partner to construct **brewery** producing 300,000 hectoliters of bottled lager beer annually. American partner would provide 40% equity investment. Brewery is estimated to cost $18 million. Firm is currently in construction and importing business. George E. Ukah, P.O. Box 1114, Kano State, Kano. P-771045. OPIC.

2335—GERMANY—Firm seeks licensing and/or joint venture agreement with U.S. firm for producing **maternity and cocktail dresses.** Established 1952, firm currently produces maternity and cocktail dresses. Employs 150. Mr. Schmidt-Prestin, Christian Schmidt-Prestin, Am Grossen Geeren 31, 2863 Ritterhude/Bez. Bremen. Telephone: 04292—1043. P-771055.

2339, 2337, 2331, 2328—HUNGARY—Cooperation partner is sought for manufacture of **"leisure wear" clothes, worker's uniforms, women's blouses and skirts.** Partner is expected to deliver technology and machines for production, as well as to assure distribution of output. G. Gonda and E. Kovacs, Intercooperation Co., Ltd. for Trade Promotion, P.O. Box 53, Attila-u 14, Budapest 1, H-1253; telephone, 152-220; telex, 22-42-42.

2599—EL SALVADOR—Seeks joint venture arrangement with U.S. firms for manufacture of **hospital furniture** for Salvadoran market. Firm would later expand its production to supply Central American Common Market. Is interested in manufacturing operating room furniture, patient room furniture, other hospital equipment, e.g., bassinettes, charts, back rests, wheelchairs. Overseas Products & Investment Opportunities Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. P-771046. OPIC.

2842, 2891—AUSTRALIA—Seeks licensing or joint venture agreement with U.S. firm to manufacture **specialty chemicals for industrial use,** especially those requiring technical servicing after sales. Will also consider agent relationship. Firm is not interested in ethical, perfume, flavor or agricultural chemicals. Company operates throughout Australia and is a subsidiary of Albright & Wilson and Imperial Chemical Industries, both of United Kingdom. Firm is prepared to send representatives to U.S. for negotiations on short notice. Albright & Wilson (Australia) Ltd., Box 4544, G.P.O., Melbourne, Victoria 3001; telex, AA30432. P-771047.

3069—GERMANY—Large firm active in tire retreading business as well as in production of rubber products used primarily in automotive and tire industries, is interested in licensing arrangement to manufacture **newly developed products for use in other industrial branches.** Firm employs staff of 3,200, including personnel in its 160 sales outlets throughout country. It owns what has been termed most modern tire retreading plant in world. Technical rubber, metal/rubber and polyurethane products are manufactured in concern's division "Gumasol-Werke Dr. Mayer KG" in Landau. Joachim G. Schroeder, Gummi-Mayer KG, Postfach 1360, 6740 Landau; telex, 04-53348. P-771057.

3229—HUNGARY—Interested in **finishing and dyeing know-how and equipment for processing glass fiber fabric.** Part of output would be available for sale to cooperating partner. G. Gonda and E. Kovacs, Intercooperation Co., Ltd. for Trade Promotion, P.O. Box 53, Attila-u 14, Budapest 1, H-1253; telephone, 152-220; telex, 22-42-42.

3313—INDIA—Orissa State Government seeks technology to establish **ferrovanadium plant** with capacity of 480 metric t./yr. Site is near Rairangpur in Mayorbhanj District where reserves of two million m.t. of vanadiferous magnetite containing 1% vanadium pentoxide have so far been proved. Project is estimated to cost $20 million with foreign exchange component of about $3 million. H. P. Misra, Chmn., Industrial Promotion and Investment Corporation of Orissa Ltd., 3A Satyanagar, Bhubaneshwar, Orissa. P-771048. OPIC.

3321—GERMANY—Small distributor and manufacturer of fittings and related products for construction, chemical, petrochemical and other producing industries seeks licenses to produce **couplings, and other fittings of cast iron, alloy steel, bronze and aluminum.** Walter Gondrom, Hans-Joachim Kalesse, Dieselstr. 22, 5000 Koeln. P-771061.

3443—SAUDI ARABIA—Seeks collaboration with U.S. firm capable of **supplying equipment and/or building turnkey fumigation plants for sterilizing or cleaning**

fruits and vegetables at major ports of entry. Propose to use ethylene oxide or similar system. Interested firms should cable their interest and follow with detailed offers to: Yousuf Ali Juma, Mgr., Osama Trading Co., P.O. Box 5367, Jidda. Cable, BRAZANGI; telephone, 29479. P-771038. OPIC.

3494—JAPAN—Firm seeks U.S. technology for manufacturing **specialty steel valves,** up to 10-in. diameter, capable of withstanding super-high temperature up to 3,000° C., for sophisticated industrial equipment. Firm wishes to introduce latest technology for producing steel valves for atomic reactors, space rockets, etc. Employs 250. Hiroshi Ogawa, Mng. Dir., Fuji Kinzoku Kosaku K.K. (Fuji Metalworking Co., Ltd.), Kita-Hankyu Bldg., 55 Shibatacho, Kita-ku, Osaka 530. Telephone, Osaka 06-372-7141; telex, 523-4204. P-771059.

3523—HUNGARY—Seeks license, know-how, and internal combustion engines and pumps for manufacture of motor driven portable **(1.5-4.5 hp.) and knapsack sprayers (1-3.5 hp.) and dusters.** Portion of production would be available to cooperation partner. G. Gonda and E. Kovacs, Intercooperation Co., Ltd. for Trade Promotion, P.O. Box 53, Attila-u 14, Budapest 1, H-1253; telephone, 152-220; telex, 22-42-42.

3535—GERMANY—Interested in obtaining, granting or exchanging technology, licenses in field of **magnet operated conveyors and conveying systems.** Firm produces permanent magnet operated conveying and separating equipment for breweries, food packaging and canning and other industries throughout Europe. Company has 85 employees. Bernard Hoersting, Magnettechnik NSM GmbH, Postfach 133, 4716 Olfen. P-771050.

3551 — EGYPT — National Spinning & Weaving Co. seeks suppliers of **textile equipment** for expansion and renovation of several mills. Equipment includes spinning, weaving, bleaching, dyeing, furnishing, machinery. Company has obtained financing from IBRD and tenders will be issued under IBRD's procurement guidelines. U.S. firms interested in prequalification should write: Mohamed S. Ismail, Chmn., National Spinning & Weaving Co., Canal El-Mahmoudieh Str. P.O. Box 119, Egypt. Cable: FILATURE, Alexandria. Details available from Overseas Products & Investment Opportunities Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. P-771041. OPIC.

3551—FRANCE—Manufacturer of process control instruments seeks licenses to manufacture following equipment for **meat processing industry: measuring, control and regulation devices, microwave stoves, vacuum packaging machines, conveying systems and equipment, meat cutting and chopping machines, complete slaughtering plant installations and ham processing machines.** Established 1948, employs 390. Annual sales $8 million. Good reputation. Michel Hubert, Groux S.A., Carnequip Engineering Dept., 90 bis Rue Pasteur, B.P. 209, 59110 La Madeleine Lille. Telex, G.L. 820 739; phone, 20-51-30-11. P-771051.

3553—UNITED KINGDOM—Large manufacturer of surface finishing equipment, including polishing and plating plant, lacquering machines, deburring machines, and specialty chemicals for all electropating, anodizing and other electrolytic processes seeks licensing agreement to produce **curtain and roller coating equipment and automatic sanding and buffing equipment for wood and wood products.** G. Ford, Bus. Dev. Mgr., W. Canning & Co. Ltd., Great Hampton St., Birmingham B18 6AS, England. P-771058.

Licensing and investment proposals from foreign firms are listed in these columns. Specific product interests in each proposal are highlighted in bold type to facilitate identification and each proposal is preceded by the appropriate four-digit product number taken from the Standard Industrial Classification (SIC) Manual.

Background information on opportunities abroad and assistance on overseas investments are available from the Overseas Products and Investment Opportunities Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. "P" numbers should be used when responding to any of the specific proposals listed.

WTDR indicates that a World Traders Data Report containing financial and background information on the foreign firm is available for $15 from the Export Information Division, Room 1033, U.S. Department of Commerce, Washington, D.C. 20230. WTDR request forms may be obtained from any Commerce District Office.

OPIC indicates that the country involved is eligible for investment insurance coverage and financing from the Overseas Private Investment Corporation. Information regarding applicable coverage may be obtained from OPIC, Washington, D.C. 20527.

3564, 3567 — SPAIN — Seeks licenses to manufacture **industrial ventilators, heating furnaces, belt conveyors and elevating equipment.** This recently established engineering and construction firm is engaged in development of turnkey projects. Interested in obtaining highly advanced techniques and designs. Its staff consists of qualified engineers and designers. Jose Benito Cortazar, Mng. Dir., PROCOME, Particular de Alzola 2, Bilbao. P-771056.

3569 — HUNGARY — Seeks licensing and know-how contribution for production and sales cooperation for manufacture of **dust separators with filter cloth for asphalt mixers,** type Teltomat V. Capacity, 100 t./hr.; temperature of flue gas at end of drying cylinder, 104-162°C.; dust content, 14.97 g./eff m.^{3}; max. dust content (outgoing), 150 mg./m.^{3}. Cooperating partner is expected to deliver one sample installation. G. Gonda and E. Kovacs, Intercooperation Co., Ltd. for Trade Promotion, P.O. Box 53, Attila-u 14, Budapest 1, H-1253; telephone, 152-220; telex, 22-42-42.

3573—GERMANY—Seeks license to assemble or manufacture **microprocessors** for precision tools and equipment and measuring and controlling instruments. Firm has subsidiaries in France and Italy. Employs 170, sound reputation. Mr. Collet and/or Mr. Buschke, DIA Nielsen GmbH, Postfach 667, 5160 Dueren. Telephone, 2421/51061; telex, 833766 diand. P-771052.

3585—GERMANY—Seeks licenses, know-how for newly developed techniques and components for **air conditioning industry.** Company is one of three leading German firms engaged in commercial and residential electro-technical design and installation. Established 1882; employs 800, including 350 engineers. Has developed number of new energy saving techniques. Klaus Werner, Mgr., Turbon-Tunzini-Klimatechnik GmbH, Carl-Diem-Weg, 5070 Bergisch-Gladbach. P-771039.

3600—GERMANY—Manufacturer of electrical motors seeks to exchange technology and licenses. Firm is interested in obtaining novel U.S. technology for production and/or assembly and distribution of following machinery: **production equipment for electrical motors; assembly line machinery and equipment for electrical products manufacturing plants; materials handling machinery for electrical equipment manufacturing plants.** Firm offers licenses to U.S. industry for machinery for making electrical motors, stators for asynchronous motors and special tools and machinery used in producing electrical equipment. Employs 380, markets worldwide, reports annual sales of around $10 million. Balzer & Droell KG, c/o Hans Droell or Wolfgang Rudolphson, An der Rosenhelle 4, D-6368 Bad Vilbel-Niederdorfelden. Telephone, 06193-3842; telex, 04-12110; cable, Balzerdroell. P-771053.

3624—KOREA—Seeks license to manufacture **carbon electrodes for arc furnaces.** According to Korean firm, domestic demand for carbon electrodes in 1977 estimated at 10,000 metric tons; expected to double in 1978. Company is prepared to import plant equipment, and petro-coke. Currently manufactures graphite. Annual sales $10 million, including $1.5 million in exports. Moo-Ho Min, Asst. Mgr., Planning Dept., Bong Myong Corp., Wonjin Bldg. 3rd Fl., 2-5, Kakwol-Dong, Yongsan-Ku, Seoul. Telephone: 794-6211/5. WTDR. P-771040. OPIC.

3641 — VENEZUELA — Seeks joint ventures, licenses to produce or assemble **electrical apparatus and equipment.** Product interests include **residential and industrial electric boards, fluorescent and incandescent lamps, control and metering panels, switchgear and lamps for electric light posts.** Consortium of local companies is engaged in design of electrical installations, contracting, power line construction, and distribution of electrical apparatus. Consortium interested in manufacturing above products to meet increasing demand. Ing. Antonio Carrasquero Febres, Dir. Gen., CEISA, Centro Comercial El Samav Local S-2, Nivel Estacionamiento, Avenida Libertador, San Cristobal Estado Tachira. telephone, 076-31212 and 33880. P-771054. OPIC.

3715—SINGAPORE—Company interested in obtaining U.S. license to manufacture **container trailers and low-bed trailers.** They should have overall length of 50 ft. and above, and load capacity of more than 30 t. Project will involve U.S. licensor providing patent, technical know-how and certain vehicular parts, such as wheels, axles. Company presently deals in used heavy earthmoving and construction equipment. Lawrence Tay, Dir., Singapore Industrial Equipment Pte., Ltd., 9 Gul Dr., Jurong Town, Singapore 22. Cable, SINQUIP; telex, RS23168. P-771060. OPIC.

3721—KOREA—Seeks joint venture to manufacture **light commercial aircraft.** American partner will be expected to furnish know-how, major manufacturing plant machinery, parts and components as part of its investment. Korean company will provide plant site, buildings, manpower and some locally available parts and materials, e.g. frames (aluminum) and interior decorations. Firm is parent

company for six sister firms which produce aluminum products, sheet structures, nails, garments, and provide engineering and construction services. M. S. Chung, Dir., General Planning & Coordination Div., Yulsan Industries Co., Ltd., CPO Box 6137, Seoul. Telephone, 771-02; cable, YULSANIND Seoul; telex, K26360 or K26592. WTDR. P-771049. OPIC.

Joint Venture, Licensing Seminar Set For February

A three-day seminar titled "International Business Development and Operation" is to be held at the Sands Hotel in Las Vegas from Feb. 23 to 25. Sponsored by the American Bulletin of International Technology Transfer, the seminar will deal with business planning, developing and operating an overseas project as a joint venture or through the use of a technology license. Subjects to be covered include structuring a foreign venture, project financing in foreign countries, international economic risk assessment, staffing for business effectiveness overseas, tax considerations in international transactions and operating on a multinational basis. Details and registration information may be obtained from the American Bulletin of Technology Transfer, P.O. Box 75537, Los Angeles, Calif. 90075; telephone, 213-931-7481.

Licensing In U.S.

For additional information on these opportunities to manufacture foreign firms' products in the United States under an investment, joint venture, or licensing agreement, write to the Domestic Investment Services Staff, Bureau of International Commerce, Room 4020, U.S. Department of Commerce, Washington, D.C. 20230 (202-377-5361), referring to the appropriate file number.

Investment

BELGIUM—Points for ball point pens. Firm is considering setting up small plant in U.S. to manufacture ball points for low-cost ball point pens, preferably, on east coast or in Great Lakes region. P. Hacha, Ave. A. Huysmans 80, 1020 Brussels. File 3625.

GERMANY — Agricultural machinery. A leading German manufacturer of grass tedding machinery, rotary mowers and fertilizer spreaders is interested in establishing manufacturing facility in midwest. Josef Buechter, Niemeyer Soehne GmbH, KG., Heinrich-Niemeyer-Str. 52, 4441 Hoerstel-Riesenbeck. File 3626.

GERMANY—Specialty steel flanges and connectors for piping for petrochemical and other process industries. German company wants to establish plant in U.S. Bruno Brueck, Senator H.C., Brueck GmbH, Brueckstr. 16, 6601 Ensheim. File 3627.

Joint Venture

GERMANY—Proportioning equipment for material handling for concrete, aluminum, steel, food industries. Firm is seeking potential U.S. partners. G. Ruemmler, Gen. Mgr., Gebr. Hasler GmbH, Muensterstr. 69, 4540 Lengerich. File 3628.

GERMANY — Electromechanical weighing systems for overhead traveling cranes, road and rail vehicles, hoppers and bins, melting furnaces and handling equipment. Reinhard Knueppel, Gen. Mgr., Messmetallurgie GmbH, Friedrichstr. 40, 5802 Wetter 1. File 3629.

GERMANY — Electrotechnical design. Firm is interested in establishing joint venture in U.S. with electrotechnical assembling firm or engineering firm in commercial/residential field. Firm designs and installs ventilation, communication, air conditioning, and heating systems as well as kitchen and other facilities through newly developed and patented systems with emphasis on energy savings. Klaus Werner, Mgr., Turbon-Tunzini Klimatechnik GmbH, Carl-Diem-Weg, 5070 Bergisch Gladbach, File 3630.

SWITZERLAND — Static elimination equipment. Firm is seeking medium-size U.S. company as partner active in production and distribution of mechanical engineering and electrical equipment. Other equipment besides static elimination equipment which would be available for manufacture under license in proposed venture include printing processing system used in offset and rotogravure printing, and powder coating equipment complementary to product range of main venture. R.F. Struebin, Pres., Struebin & Co., Steinenbachgaesslein 49, 4051 Basel. File 3631.

Joint venture/licensing

CANADA—Ceiling and wall decoration. White coating stucco mix of easy application and long life. Alfred Trmata, Interior Design Decorator, 57, Rue Jean Brillant St., Roxboro, Quebec. File 3632.

JAPAN—Doors for warehouses, loading docks, store fronts made of aluminum, fiberglass, or steel; and windows and shutters for residential/commercial establishments. Doors can be controlled automatically or manually. Manji Takayama, Pres., Sanwa Shutter Corp., 1-1, Nishi-Shinjuku 2-chome, Shinjuku-ku. File 3633.

SWEDEN—MILAB clamps. Special clamping system which consists of four different clamping devices that allow assembly 20 to 40 times faster than present. Devices are for medium-size and large tool and machining equipment, boring equipment, milling and planing machines, turret lathes and other machinery. All types of workpieces can be clamped in position. Windborne International AB, Kungsgatan 48, S-111 35 Stockholm. File 3634.

SWITZERLAND—Solariums. The solariums are constructed like a bed; radiation comes from bed's surface on which sunbathers are lying. A glass jacket filters out undesired, harmful UVC rays. W. Schweizer, Sontegra AG, Hofurlist., CH-6373 Ennetbuergen. File 3635.

Licensing

GERMANY—Pneumatic and solid tire testing machines. Company manufactures horizontal tire-testing machines (up to six testing stations), vertical tire testing machines, high-speed measuring hubs for passenger car tires, below-floor-level-type tire-testing machines and testing stands for motorcycle and bicycles. Werner Hasbach, Gebr. Hasbach KG, Paffrather Str. 132-134, 5060 Bergisch Gladbach 2. File 3636.

GERMANY—Permanent magnet-operated conveyors and conveying systems for breweries, food packaging, canning and other industries. Bernhard Hoersting, Magnettechnik NSM GmbH, Postfach 133, 4716 Olfen. File 3637.

GERMANY — Production equipment for electric motors. German mfr. offers technology and licenses for U.S. manufacture and/or assembly, and distribution of machinery for production of electric motors, stators for asynchronous motors, and special tool machinery and equipment for production of other types of electrical equipment. Balzer & Droell KG, c/o Hans Droell or Wolfgang Rudolphson, An der Rosenhelle 4, D-6368 Bad Vilbel-Niederdorfelden. File 3638.

GERMANY — Automotive seats with headrests. K. Herzer, Mgr., Flexiform, Hildenbrandstr. 20/22, 7500 Karlsruhe 41. File 3639.

GERMANY — Flexible stamping system. Company is manufacturer of folding cardboard boxes, printing and stamping equipment, claims its unique flexible stamping system (rotary cutting apparatus) operates at highest speeds with absolute precision and safety. U.S. Patent No. 3,789,715. Rudolf Schuchardt, Ostenschlahstr. 16, 5870 Hemer. File 3640.

GERMANY—Carton taping tool. Tool is light weight, hand-held, and equipped with pistol-type grip. U.S. Patent No. 3,753,839. Rainer Funke, Mgr., Supra-Verpackungs GmbH, Charlottenstr. 37-39, 5000 Koeln 90. File 3641.

GERMANY—Chair leg ventilation system for large conference rooms, theaters, auditoriums. Air supply is blown into room via perforated chair legs connected to a pressure chamber. Air quantity can be varied according to load between 40 and 60 cu. m./h. per chair outlet. Firm claims that through low speed of air (0.2-0.25 m./sec.), their patented ventilating system avoids drafts in large rooms. Klaus Werner, Turbon-Tunzini Klimatechnik GmbH, Carl-Diem-Weg, 5070 Bergisch Gladbach 2. File 3642.

GERMANY—Magneto-motive reciprocating device. U.S. Patent No. 3,878,412. Waldemar H. Kurpanek, Mercatorstr. 3, 4000 Duesseldorf. File 3643.

GERMANY—Automobile pre-heating device to reduce carbon monoxide. German physicist claims his ferro-electric thermostatic element installed between carburetor and engine block of gasoline-powered automobile pre-heats fumes to reduce carbon monoxide emissions by one-third. Ing. Hermann Heidenwolf, Bad Sodener Str. 29, 6483 Baden Soden—Salmuenster. File 3644.

GERMANY — Heat recycling aluminum flues to help reduce home heating energy consumption. Paul Weiland, ALU Kamintechnik, Glockenstr. 8, 5500 Trier. File 3645.

GERMANY—Bakery products recycling machinery. Process recycles bread and other bakery products which are not readily saleable (defect shapes, slices) by treating and mixing them with additional dough for production of fresh bread, other bakery products. Theodor Ismar, Machabaeerstr. 28, 5000 Koeln 1. File 3646.

UNITED KINGDOM—Formula and process for impregnating timber products to achieve highest grade fire resistance. K.G. Beckington, Mng. Dir., Retroflame Intl. Ltd., Downmill Road, Bracknell, Berkshire. File 3647.

Direct Sales

The following trade opportunities are based on reports received from the U.S. Foreign Service—Department of State by the Trade Opportunities Program, Room 2323, U.S. Department of Commerce, Washington, D.C. 20230. The commodities in which foreign firms have interest indicated by codes 0111-1799 and 4011-8999 are based on the Standard Industrial Classification Manual, 1972; codes 20 through 39 come from Numerical List of Manufactured Products (New 1972 SIC Basis), MC72-1, 2. Codes beginning with 99 are from the TOP coding system.

U.S. firms should be aware that the listing in Commerce America *of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the Department of Commerce pursuant to the Department's Export Administration Regulations. Applicable export licensing regulations must be followed.*

Every effort is made to include only traders with good reputations. However, the Department cannot be responsible for any trade relations.

WTDR indicates that a World Traders Data Report on this specific firm is available at $15 from the Export Information Division, Room 1033, U.S. Department of Commerce, Washington, D.C. 20230. A WTDR is a trade profile which contains commercial information including financial references, on an individual foreign firm. Orders must include complete name and address of the subject firm and be accompanied by payment. Further information concerning WTDRs and request forms are available at each Commerce District Office.

Wood, wood products

2435100 — ALGERIA — Supply of large quantities of wood & wood by-products for use in 1978. Offers to be f.o.b., c.&f., c.i.f., include delivery dates, payment terms, available quantities, to remain valid 3 months after receipt. Each item should be quoted separately. Offer & corres. in French, all specs. metric. Offer amounts to pre-qualification, since responses will determine SONACOB's purchasing program for next year. Obtain bid docs. in French from—Direction Generale, SONACOB, 2, Blvd. Mohamed V, Algiers. Cable, COBALGER; telex 52508.

Paperboard containers, boxes

2631000 — AUSTRALIA — Semi-chemical fluting paper 80-85 G.S.M. & 110-115 G.S.M. for use as corrugating medium. Kraft liner to be used as inside or outside liner for corrugated containers. Specs.: 125 G.S.M., 150 G.S.M., and 175 G.S.M. All paper to be packed in jumbo rolls weighing approx. 1 ton with 3 in. ID cores; max. dia. of reels 48 in. Width of machine 60 in. max. for double-faced board & 72 in. for single-faced. Cable quotations for 50 tons each of 80/85 G.S.M., 60 in. & 72 in. Also 100 tons of selected sizes in 2 inch steps from 36 to 60 inches in 110/115 G.S.M. Both are semi-chemical fluting material. Also selection of 100 tons kraft liner. Quotes to be per ton c.i.f. Sydney & give delivery times. Company has usage of 7,000 tons annually. Has been buying from Finland. Also has factory in New Zealand which would fall into line along with Australia. WTDR in preparation. Requests quotes ASAP even if exact specs. cannot be met. Cable—M. B. Nathason, Gen. Mgr., Corrugated Paper Co. Pty., Ltd., 51 John St., Leichardt, N.S.W. 2040. Cable CORRUGATED SYDNEY; tel. 660-4755.

2654113 — ECUADOR — Well & favorably known businessman seeks to expand activity through elaboration of crops under his cultivation, i.e., 1,000 hectares of cotton & 300 hectares of soya. Project contemplated is fully integrated facility for extracting & consumer packaging in liter & half-liter disposable containers edible oils, & utilization of mash for animal feed, & crude spinning of cotton to be sold to local textile mills. Projected investment $200,000. Technical offers welcome. Financing available from Natl. Dev. Bank (BNF), but supplier's financing preferred on following terms—BNF will guarantee financing, 20 percent down payment with balance to be paid over 5-7 years. In either case interested parties requested to send pro-forma invoices to satisfy BNF requirements. Spanish corres. required. Project eligible for preferential treatment as contemplated in Natl. Development Law. There is severe shortage of edible oils producing facilities in Ecuador & unanswered consumer demand for this product. Bulk of domestically produced (& consumed) edible oil derived from African palm; soya cultivation practically nonexistent. Contact—Sr. Guillermo Davila, Shivvers Enterprises, Inc., Partado 2861, Quito. Cable DAVILAS; Tel. 263-148.

Plastic products

3079715—JAPAN—Plastic salad oil container equipped with spray gun or atomizer at opening for oiling pans by spraying. Buyer is importer of food items. Capital $33,000, annual sales $2.4 million. Ref.: Tenroku Br. of Sumitomo Bank, Osaka. Buyer received above inquiry from distrib. of salad oil who plans to sell salad oil sprayer to dept. stores & super markets. Reply to—Tsutomu Okamoto, Wago Industry Co., Fujii Bldg., 22 Bingo-Machi 1-Chome, Higashi-Ku, Osaka 541. Tel. 06-231-1196; telex J 64206.

Steel mill products

3312600-7600—INDONESIA—Bids invited for: Lot 7—supply 40km transmission main pipes, special crossings, valves & fittings 80-600mm. dia. Lot 13—supply 100km of pipes incl. joints. fittings & accessories 80-500mm. dia. Lot 14—supply 70km of pipes incl. joints, fittings & accessories 80-600mm. dia., for Bandung Water Supply Project, which will be financed from Special Fund Resources Loan of ADB No. 195-INO(SF). U.S. listed in tender announcement as eligible supplier. Cost of each doc. (non-refundable) is rupiah 30,000 (approx. $72.29). Pre-bid conference will be held Dec. 20 at below address. Bid deadlines: Jan. 23, Lot 7; March 6, Lots 13 & 14. Obtain bid docs. from—Ir. Rachmat Wiradisuria, Dir. Gen. Housing. Bldg., Planning & Urban Dev., Dir. Sanitary Engineering, Jalan Pattimura No. 20, Kebayoran Baru, Jakarta Selatan.

Construction, mining, materials handling machinery, equipment

3531219-707-825-850—NIGER — Five bulldozers 160/180 hp (160/180 cv); 6 loaders, wheel type 100/120 hp (100/120 cv); 5 graders 120/130 hp (120/130 cv); 32 dump trucks 10/12 ton capacity; 5 pneumatic tire rollers (tons not specified); 4 fuel tanker trucks with oil spraying apparatus, 10,000 liter capacity. Payment would draw on project loans from IBRD/IDA (IDA credit agreement no. 612/NIR of 5/5/76), BADEA (Regional Dev. Bank) & Niger natl. investment funds. Lang. of corresp. French. Fee of 200,000 CFAF (approx. $815) for each bid submitted, to be remitted by bank check made to "Tresorer General Du Niger." Bid docs. must be obtained from Commercial Attache, Embassy of Niger, 2204 R St., N.W., Washington, D.C. 20008, or Dir. Des Travaux Des Transports Et De L'Urbanisme, Min. Des Travaux Publics, Des Transports Et De L'Urbanization, B.P. 235, Niamey, Niger. Refer to bid no. 77/52. Bid deadline Feb. 17.

3531612-20—BURMA—Supply of 12 units of 14/10 cm. ft., 4-stroke water-cooled diesel or gasoline-powered portable concrete mixers. Financed with ADB credit. U.S. Embassy Rangoon will forward copies bid invitation & specs. to interested U.S. firms on request, citing "T-0011" and enclosing check for $5.66 per set, drawn on U.S. bank, payable to U.S. Embassy, Rangoon. Refer to bid no. 8/77/RWSP-PICC/ADB/162 BUR (SF)/163 BUR. Submit bids to—Chairman, Pugyi Project Implementation & Coordinating Committee, Rangoon City Dev. Bldg., Corner of Maha Bandoola & Barr St., Rangoon. Bid deadline Jan. 16.

Metalworking machinery

3541612, 3531850-82, 3545150-6124, 3569-973, 3743115-239 — SUDAN — Workshop equip., especially milling machinery & milling cutters; front end loader diesel, 260 hp, cap. 4 cu. meters; 40 four-ton open wagons, for transport of hard crushed limestone, cap. 4,000 kg., track gauge 762mm (2 ft. 6 in.); pneumatic power hammer, electric, 450mm stroke, 180 strokes/min.; bulldozer, track type, diesel engine, 200 hp, caterpiller D7 or equivalent; 0-6-0 diesel hydraulic locomotive, narrow gauge (2 ft. 6 in.) not less than 200 hp after each deration; motor vehicle servicing equip., especially heavy-duty lift with 10-ton cap. Early delivery, payment facilities will be given special consideration. Prices should be on both f.o.b. & c.&f. Port Sudan basis. Cost of major spare parts & 3 yrs. maintenance spare parts should be quoted separately. Obtain bid docs. from—Dir., Maspio Cement Corp., P.O. Box 96, Atbara, Sudan. Bid deadline Jan. 15.

3541800, 3423100, 3448216-26 — INDONESIA—IBRD has made loan available to govt. for purpose developing railway system. Part of proceeds will be applied for purchasing machinery & tools for workshops & sheds. Purchase to be funded by IBRD credit. Applications should be accompanied by non-returnable deposit of rupiah 50,000 (approx. $120.48) & should quote reference no. Refer to bid no. WB 1005.IND BLY/CAT VII; MACH TLS W&S. Obtain bid docs. from—R. Soemali, Chief Dir., Indonesian State Railways, Jalan Gereja No. 1, Bandung, W. Java, Indonesia. Tel. 3001/3005; cable QDIRMA BD. Deadline Jan. 30.

Special industrial machinery

3551100-411, 3541412—KOREA—Bids invited for setting up one dairy processing

line to produce fermented sour fluid milk products for packing in plastic bottles together with some ancillary plant. IBRD financing. Obtain bid docs. from—Korea Dairy Beef Co. Ltd., 4th Fl., Cheil Bldg., 2, 1-KA, Do-Dang, Yongsan-Ku, Seoul. Cable KODAIRYBEEFCO.

3564651-69 — INDIA — One electrostatic precipitator for removing dust from flue gases of boiler consuming 200 m/t coal/hr. Expected removal efficiency 99.5 percent. Fume scrubber for removing sulfur dioxide from boiler consuming 200 m/t coal/hr. (0.5 percent sulfur & 30 percent ash content in coal). Expected removal efficiency 90 percent. MPWPB (responsible for preventing/controlling water & air pollution in Maharashtra) interested in receiving preliminary offers incl. detailed product literature & cost of fabrication & installation of above on behalf of a private sector power plant in the State. Cable ASAP—B. V. Rotkar, Member-Secretary, Maharashtra Prevention of Water Pollution Board (MPWPB), Army & Navy Bldg., Mahatma Gandhi Rd., Bombay, India 400 001. Cable PREPOLL, BOMBAY.

3576000—SINGAPORE—Supply, delivery, installation & commissioning 2 electronically operated load-cell type road vehicle weighbridges, 40 tons capacity each, complete with office computer & accessories, weighing platforms incl. all steel support cabling & ancillary equip. Persons or companies not registered Public Works Dept. contractors permitted to tender as "specially registered contractors", by submitting brief details experience & qualifications to show work of similar nature has been successfully completed. Forward complete details business & tech. organization, financial resources & previous experience. "Tender bond deposit" of 1 percent of tendered amount required. Work may be covered in part by IBRD loan. Bid docs. available for S$500 (approx. $200) by certified or cashiers' check drawn on Singapore Bank in favor of Govt. of Singapore or by corporate surety bond issued by reputable bonding & insurance co., from Head, Engineering Services Dept., Min. Environment, Princess House, 3rd Fl., Alexandria Rd., Singapore 3. Refer to—TEN (ENV) 10/WB/77/16 (Refuse Incineration Plant at Ulu Pandan Contract IP/VI-Weighbridge Equip.). Bid deadline Jan. 5.

Electric transmission, distrib. equip.

3613312, 2499669, 3315100, 3452400, 3643000-4100-4200 — JAMAICA — Panel breakers; clamps, pot heads; sockets; conduits & conduit fittings; bolts, lugs, unions, wire holders; wire & accessories; wood blocks. Materials required for wiring 4,400 houses for electricity. Project jointly financed by govt. & Inter-American Dev. Bank under loan no. 444-SF-JA. Bid docs. available for US$40 or J$51 checks from Gen. Mgr., Rural Electrification Program Ltd., P.O. Box 999, 113 Washington Blvd., Kingston 10. Tel. 9250080; telex 2180. Bid deadline Jan. 5.

Motor vehicles, equipment

3711111-3137-5149, 3423100, 3561100, 3662180, 3792133-35—NIGER—Six water tank trucks 10,000 liter cap.; 4 trailers suitable for habitation during project length, fully furnished, air-conditioned (length not specified); 4 trailers suitable for mobile road crew superintendents' off.; 4 sets workshop tools to service equip. ordered elsewhere in tender; 4 sets radio transmitters-receivers, home base transmitters, & all necessary accessories, capable of 3-watt emitting power; 2 engine-driven pumps capable being towed & pumping cap. 80 M3/hr; 2 tractor/bulldozer carrying assemblies capable hauling 25 ton equip., quote price of both trailer assemblies alone & with truck-tractor towing unit; 4 small personal vehicles, rugged but lightweight, to be used in rugged terrain, med. hp (6/9 cv). Payment would draw on project loans from IBRD/IDA (IDA credit agreement no. 612/NIR of 5/5/76), BADEA (Reg. Dev. Bank) & Niger natl. invest. funds. Lang. corresp. French. Fee 200,000 CFAF (approx. $815) for each bid submitted to be remitted by bank check to "Tresoirer Gen. Du Niger." Bid docs. must be obtained from Comm. Attache, Embassy of Niger, 2204 R St., NW., Wash., D.C. 20008, or Dir. Des Travaux Des Transports Et De L'Urbanisme, Min. Des Travaux Publics, Des Transports Et De L'Urbanization, B.P. 235, Niamey, Niger. Bid no. 77/52. Bid deadline Feb. 17.

Measuring & controlling devices

3825296-97-98—WEST GERMANY—Electric time measuring & counting equip.; X-Y plotters (recorders), electronic & non-electronic. Terms of delivery & payment to be negotiated. Founded 1969, interested in expanding sales program. Employs 11. Has satisfactory sales & enjoys good reputation. Considered suitable business partner. Reply to—Herbert Wutz, HMW Data System GmbH, Siemensstrasse 5, 8012 Ottobrunn, Germany. Tel. 089/6093660.

Important Notice

Most member countries of the League of Arab States employ a secondary boycott against foreign firms which undertake certain specific types of business relationships with the State of Israel. The Commerce Department will not disseminate nor make available for inspection any tenders or trade opportunity documents which contain conditions intended to support such boycotts, or which are based on documents known to contain such provisions. Trade or investment opportunities published herein are not presently known to be subject to such conditions. However, it is possible that U.S. firms responding to opportunities from Arab countries may be asked at some stage of a transaction to participate in an Arab boycott-related restrictive trade practice as defined in the Department's Export Administration Regulations (15 CFR, Part 369 et. seq.).

Firms are reminded that it is the policy of the United States (a) to oppose restrictive trade practices or boycotts fostered or imposed by foreign countries against other countries friendly to the United States, and (b) to encourage and request U.S. concerns engaged in the export of articles, materials, supplies, or information to refuse to take any action, including the furnishing of information or the signing of agreements, which has the effect of furthering or supporting such restrictive trade practices or boycotts. Accordingly, U.S. concerns receiving such requests to participate in a restrictive trade practice or boycott are encouraged and requested to refuse to comply with them.

Firms are further reminded that U.S. concerns receiving requests to participate in a restrictive trade practice or boycott must report such request to the Department of Commerce in accordance with Section 369.4 of the above-cited regulations.

Toys, amusement, sporting goods

3944233 — WEST GERMANY — Sophisticated battery-operated toy automobiles, commanded by spoken orders through special crystal microphone, desired for resale. Quote c.i.f. Hamburg. Estab. 1958, employs 18, annual sales DM 1.25 million. Financial ref.: Volksbank, 7530 Pforzheim. Reply to—Herr Eitel-Fritz Kiefer, Becker Autoradiodienst Max Kiefer, Ruepurrerstr. 23, 7500 Karlsruhe, Germany. Tel. 0721-60341.

Construction

9910100, 3533000—INDIA—Designing, procurement, fabrication, erection & commissioning of following for Bassein offshore platforms—one 8-pile process platform for 60,000 b/d & associated gas—two 4-pile well platforms; one 3-pile flare tripod; 2 interconnecting bridges, 1 approx. 165 ft. & other about 300 ft. long; & interconnecting submarine lines. Plans call for erection to be completed by April 30, 1979. Contractors intending to submit quotations for project must have at least 4 yrs. experience in designing, fabrication & installation of offshore facilities of similar nature & magnitude. Tender docs. incl. drawing & specs. costing U.S. $2,000 available from below address or Project Mgr., Bassein Offshore Project, C.B. Crest Inc., 4343 S. 118th E. Ave., Tulsa, Ok. 74145. Telex CREST A TUL. 492443, Checks should be drawn in favor of "Finance & Accounts Officer, ONGC, New Delhi". Bidders also required furnish with their bids bond for US$1 million during validity of bids. ONGC plans to hold tech. meeting in their Delhi Office (Bank of Baroda Bldg., Parliament St., New Delhi 110001) on Dec. 15 to clarify any questions companies may wish to raise before submitting bids. Refer to bid no. BOP/STR/IMP/E & C/17/77. Obtain bid docs. from—Deputy Dir. (Stores & Purchase), Oil & Natural Gas Commission, 6th Fl., Kailash Bldg., 26 Kastruba Gandhi Marg, New Delhi, 110001. Bid deadline Jan. 16.

9913299 — NIGERIA — Turn-key contract involving construction 3 rice mills: 120 km nw Enugu, 2 tons/hr.; Ogboji, Anambra State, 85 km sw Enugu 2.5 tons/hr.; Bende, Imo State, 4 tons/hr. Each plant would include rice parboiling & bagging facilities, parboiled rice milling & bagging equip. & steam & power generating facilities. World Bank financing. All goods supplied shall originate in member countries of IBRD & Switzerland. Write to—Project Mgr., Anambra/Imo States World Bank Rice Project, Ministry Agriculture & Natural Resources, P.M.B. 1003, Enugu, Nigeria. Refer to Tender Const. 3 Rice Mills. Bid deadline Jan. 18.

9915502-3 — KOREA — Ministry of Natl. Construction (MOC), plans to build waste water treatment plants in 5 cities to eliminate water pollution & contribute to conservation of fisheries, natural beauty areas & domestic water resources. 5 cities are Banwol, Gumi, Ulsan, Changwon & Yeochon. Total project costs presently estimated at $77 million. Foreign exchange costs of $30 million will finance import of sewage treatment equip. & employment of foreign consultant services. Not yet arranged financing for foreign exchange costs, but both Korean Economic Planning

Board (EPB) & MOC officials have indicated that foreign currency portion will be obtained in loan from Asian Dev. Bank. Expected bid dates unknown, depends on availability of foreign exchange financing. U.S. involvement could include project consulting services as well as equip. Items to be purchased for project include—sludge removal mechanisms for primary sedimentation tanks, sludge removal mechanisms for final sedimentation tanks, sludge thickeners complete with drive mechanisms, comminutors complete with drives, raw sewage pumps, diesel engines for blowers & pumps (above 300 hp), air blowers, air diffusers, sludge handling systems (total equip. for sludge disposal plants), grit collectors complete with drives, primary sludge pumps, waste sludge activated pumps with variable speed drives, return activated sludge pumps, chlorination equip., flow measurement instrumentation & control equip., & laboratory equip. Contact—Roh, Hae-Kyu, Chief, Waterworks Div., Min. of Construction, Rm. 1716, 17th Fl., Unified Government Bldg., Seoul.

9916204—MOROCCO—Doubling of capacity of present Rabat-Agdal Railroad Tunnel by construction of another contiguous tunnel of same length, 850 meters. Bid incl. all foundations, track laying, electrification other external work not described in specs. Financed by Moroccan Central Govt. investment budget. Temporary bid bond of 1.5 percent, final bid bond 3 percent required. Strongly advise bid in French. Bid docs. available for DH 319 (approx. US$71) from Monsieur Le Chef Du Service De La Voie, Office National Des Chemins De Fer Bureau Des Marches, 19, Avenue Allal Ben Abdallah, Rabat. Refer to bid no. 130/77. Bid deadline Jan. 28.

9916400—YEMEN—Govt. planning construction & strengthening 63km paved road from Taiz, to 64km junction. Road project located in sw. part of country, traversing flat to hilly terrain, by application of asphaltic concrete overlay & improvement of drainage system. Work to be completed in 300 days commencing about mid-1978. Tender docs. available for nonrefundable $300 from: Kampsax/Berger, c/o Louis Berger Intl., Inc., 100 Halsted St., East Orange, N.J. 07019, Cable BERGERENG EAST ORANGE, telex 138-152 BERGERENG EAST ORANGE; or H. Epmfuabdulla Alkorshmi, Minister Municipalities & Public Works, Highway Authority, P.O. Box 1185, Sana, Yemen Arab Republic. No bid deadline stated.

9918102—INDONESIA—PLN (Indonesian State Electricity Corp.), agency of Public Works & Power, invites offers for construction of Maninjau hydroelectric power scheme in W. Sumatra. Interested contractors in member countries ADB & Luxembourg invited apply for prequalification to participate tender for civil works of project. Site is on outlet of Lake Maninjau about 80 km NW. Padang, provincial capital W. Sumatra on island of Sumatra. Principal works will be—gated intake structure on lake shore; 4.3 km long 3.4 m dia. concrete-lined headrace tunnel; underground surge tank with expansion chambers; 580 m steel-lined, penstock tunnel; power house with machine hall providing for 4 x 17 mw units auxiliary equip.; 350 m long buried concrete tailrace channel. U.S. is listed in tender announcement as eligible supplier. Proposal should be submitted by hand. Tender docs. obtainable from Directorate of Planning, Perushaan Umum Listrik Negara, Jalan Trunojoyo Bolk M I/135, Kebayoran Baru, Jakarta Selatan, Indonesia. Prequalif. deadline Jan. 15.

9918104, 3312500, 3643000-4100—INDIA—Natl. Thermal Power Corp. (NTPC) invites bids for following transmission line equip. for World Bank-financed 2,000 mw coal-based Singrauli Super Thermal Power Project: (A) supply approx. 3,200 kms 325 sq. mm copper equivalent acsr "moose" conductor & approx. 1,070 kms 7/3.66 mm (7/9 swg) galvanized steel earthwire 9,500 kg/cm 2, 60 tons/sq. in. quality (specs. no. cc-12-004a); (B) supply about 5,000 strings of disc insulators (12,000 & 16,500 kg electro-mechanical strength) & hardware fittings (specs. no. cc-12-004b). Contractors intending submit quotations for item A must have estab. facilities to mfr. & supply 61-strand & above size acsr conductor and/or galvanized steel earthwire size 7/9 swg or equivalent for overhead transmission lines. Contractors with min. experience 3 yrs. must have mfrd. and/or supplied at least 500 kms 61-strand acsr conductor from mfg. facility. Bidders who wish participate for item B should have experience designing, mfg., testing & supplying insulators and/or hardware fittings for 400 kv transmission line or should have under advance stage of mfr. such material for 400 kv transmission line. Tender docs. available for US$30 each item from National Thermal Power Corp., 11th Fl. Ashoka Estate, 24 Barakhamba Rd., New Delhi 110001, telex ND-2266. Bid deadlines: item A, Feb. 1; item B, Feb. 4.

Representations

Foreign private firms are interested in agency agreements and/or distributorships for these products.

Cotton fabrics

2211711 — WEST GERMANY — Oldest & one of largest man-made & mixed fiber textile mills in Rheinland Pfalz interested in sales collaboration in European market with U.S. mfr. of high quality cotton broadcloth, bleached & white finished, for inclusion in present sales program. Price quotations accompanied by technical production & processing data should be included in earliest response. Finished or semi-finished products not of interest. Reply to—L. Jacob, Spinnerei Lampertsmuehle AG, Postfach 2220, 6750 Kaiserslautern, Germany. Tel. 06301-1051; telex 04 5854.

Men's, boys' furnishings

2323020 — AUSTRALIA — Firm seeks agency or distrib. agreement or direct sale for neckties: silk, rayon, acetate, polyester, & blends of fabric. Est. volume depends on selection & price. Reply to—Brian Boland, GAB Products, 17 Garthowen Ave., Lane Cove, N.S.W. 2066. Tel. 69-5146.

Women's, misses', juniors' outerwear

2339310—THAILAND—Exclusive agency sought for swimwear. Send catalogs & prices to—Prachak Assuntajai, Mng. Dir., International Cosmetics Co. Ltd., 9/13-16 Sathupradit Rd., Yannawa, Bangkok 12. Cable INTERPIAS; tel. 2840381. Ref.: Cluett Peabody Co. Inc.

Textile goods

2392019—BELGIUM—Agency sought for shower bath curtains. Medium-sized partnership engaged in import-export of all kinds of household & bathroom articles & accessories. Staff of 8, authorized capital BF 2,000,000. Enjoys good business reputation. Reply to—Chr. Helsmoortel, Caphelsco P.V.B.A., Provinciesteenweg, 40-42, 2530 Boechout, Belgium. Tel. 031/552397; telex 33920.

Chemical products

2893200 — MOROCCO — Firm seeks U.S.

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Glass, glassware

3229128—MOROCCO—Firm that specializes in importation & distribution of toys seeks U.S. mfrs. of ornamental, decorative, novelty glassware & smoker's accessories for exclus. distributorship. Send letter & publicity material, in French if possible, to Mme. Francoise Fleury, Progrimex Sarl, 100, Rue Houmane El Fatouaki, Kissariat El Baraka, Bureau 16 (2eme Etage), Casablanca, Morocco. Telephone 27-50-04.

Steel mill products

3312500—PERU—Seeks to represent U.S. supplier of steel wire of various sizes & types: 1) aisi 1008-1010, dia. 5.5 mm; 2) aisi 1008-1010, dia. ½ in.; 3) aisi 1008-1010, dia. ½ in. to be used to mfr. bolts; 4) aisi 1055-1070, dia. may be specified by mfr.; 5) fine carbon steel wire, dia. may be specified by mfr. Represents various U.S. firms. Acts as agent & distrib. handling lifts, hoists, light hardware, winches, cranes, hand & edge tools, transportation equip. & industrial pneumatic tires. Wishes increase its representations to enable it to participate in govt. tenders. Reply to—Carlos Reategui Rossello, Mgr., Alberto Velaochaga S.A., Mr. Azangaro 232, Casilla 1739, Lima 1. Phone 27-2241.

3315111-21—URUGUAY—Seeks local representation of U.S. steel cable for industrial use. Reply to—Eduardo Gomez Haedo, Pres., Dreghal S. En C., Paraguay 1616 Bis, Montevideo, Uruguay. Telephone 981211.

Special industrial machinery

3559589—HONG KONG—Direct sale or distrib. opportunity for semi-precious stone cutting & polishing machines. Small but active firm with satisfactory financial status. Contact — Sanlui Ltd., Golden Crown Court, 8/F Flat C, 66-70 Nathan Rd., Kowloon, Hong Kong. Cable ABELIN HK; telex 84567 SANLI; tel. 3-685805.

Household appliances

3633311-15—REPUBLIC OF SOUTH AFRICA—Dry cleaning service west of Johannesburg seeks to expand operation to represent U.S. mfrs. of coin-operated industrial & household laundry & dry cleaning equip. Standard Bank, Florida, South Africa, offered as reference. Write—Hans Burger, Mgr., West Rand Laundry & Dry Cleaning (Pty) Ltd., P.O. Box 887, Florida 1710, Rep. of South Africa.

Communications equipment

3662651—MOROCCO—Firm that specializes in scientific, lab. & med. equipment seeks U.S. mfrs. of meterological radars for rain forecast, for exclusive agency. Send letters & publicity material, in French if possible, to Michel Salas, SODIMAP, 18, Blvd. Hassan Seghir, Casablanca. Phone 22-19-03; cable SODIMAP; telex 23-685.

3662681—SWEDEN—Agency sought for consumer electronic equipment. Small co., estab. 1974. Turnover approx. SKR 1.3 million. Specializes in textiles & ready-made clothing & represents 3 U.S. fabric suppliers. According to local credit sources, company has met business obligations satisfactorily. Ref.: Raymond Buron, Cranston Print Works, 1412 Broadway, N.Y. Mr. Lindgren is planning business trip to N.Y. Jan. 25-Feb. 20. Reply ASAP to—Ulf Lindgren, Ulf Lindgren Trading AB, Box 22056, S-104 22 Stockholm. Telex 10758 WOODTEX S; tel. 08/53 75 00.

Instruments for measurement, analysis & control

3824376 — COLOMBIA — Taximeters for taxicabs. Quote f.o.b. port of embarkation against L/C. Literature & price lists requested. Buyer is metalworking & galvanizing firm seeking exclusive distributorship arrangement. Reply to—Leonicio Meza, Mgr., Cromados De Occidente, Ltda., Apartado Aereo, P.O. Box 7645, Cali, Valle, Colombia. Tel. 711826.

3829230—SWITZERLAND—Seeks representation arrangement for test instruments for plastic & paint industries for tests such as resistance to break, torsion, strain, abrasion, shock, fading, etc. Established repr. of process control & lab. instruments with offices in Switzerland & Germany. Represents Gardner Labs & Teledyne Taber Corp. Bank ref.: Swiss Bank Corp., Liesthal, Switzerland. Mr. Maeglin will be in U.S. in Jan./Feb. to follow up on leads which may develop. Reply to—Peter Maeglin, Gen. Mgr., Erichsen AG, Weidenweg 12, 4310 Rheinfelden, Switzerland. Tel. 061/871917; telex 62650 ALPHA CH.

Visiting Buyers & Officials

INDIA—Harinath B. Bathina, IDL Chemicals Ltd., Hyderabad 500 018, seeks to be contacted by U.S. manufacturers of **explosives & accessories, pharmaceuticals and agricultural chemicals** during his visit to the 1977 Chem Show, Dec. 5-8, at McCormick Place, Chicago. IDL Chemicals manufactures the above products and would like to license new technology in the field. Interested firms contact Mr. Bathina at 107 Lincoln St., Glenview, Ill. 60025, phone 312-729-7969, during his stay in the U.S.

SWITZERLAND—Peter Maeglin of Bern is interested in U.S. lines of **surface testing instruments**, particularly for the plastics industry, to test strain, torsion, abrasion, break and resistance to shock, and devices for the paint industry for tests for scratch, fade, etc., resistance. He plans to be in the U.S. end of January/beginning of February. For additional info contact Theresa Rettig, Foreign Buyer Program, Room 2322, U.S. Department of Commerce, Washington, D.C. 20230; 202-377-3265.

SWITZERLAND—Businessman visiting the U.S. seeks contact with manufacturers/suppliers of **safety and security devices** such as burglar and fire alarms—especially for private homes. He is also interested in **software and advanced consumer products**, in which microcomputer is an integral part of the product. For further info contact Jim Nader, 202-377-3265.

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